NEIGHBORHOOD DEVELOPMENT FUND
Not-for-Profit Transmittal and Approval Form

DATE: December 2, 2013

PRIMARY SPONSOR (District to contact with any questions): **Tina Ward-Pugh**

Name of Applicant: **Girl Scouts of Kentuckiana, Inc.**

I/We have reviewed the attached Neighborhood Development Fund Application and have found it complete and within Metro Council guidelines and request approval of funding in the following amount(s). I/We have read the organization's statement of public purpose to be furthered by the funds requested and I/We agree that the public purpose is legitimate. I/We have also completed the disclosure section below, if required.

Is this program/project a fundraiser?	☐ Yes ☑ No
Is this applicant a faith based organization?	☐ Yes ☑ No
Does this application include funding for sub-grantee(s)?	☐ Yes ☑ No

District #	Council Member Signature	Amount	Date
9	Tina Ward-Pugh	5,000	12/23/13
17	[signature]	$1,000	12-5-13
8	Thomas R. Owen	$1,000	12-5-13
5	Cheri B. Hamilton	$1,000.00	12-5-13

Council Office Disclosure
List below any personal or business relationship you, your family or your legislative assistant have with this organization, its volunteers, its employees or members of its board of directors.

I serve on the board of GSK with Joyce Seymour and Lynne Bowen-Lowe, who are close friends of mine.

Approved by:

_______________________________ Date
Appropriations Committee Chairman

Clerk's Office Only:

Request Amount: ______________ Committee Amended Appropriation: ______________

Original Appropriation: ______________ Council Amended Appropriation: ______________

OFFICE OF METRO COUNCIL CLERK
REVIEWED
DATE 1-14-14 TIME 4:15pm

Name of Applicant: **Girl Scouts of Kentuckiana, Inc.**

Additional Signatures

District #	Council Member Signature	Amount	Date
1	Attica Scott	$1,000	12-6-13
13	Vicki Aubrey Welch	$1,000	12-17-13
22	Robin J. Engel	$1,000	12-19-13
16	Kelly Downard	$1,000	12-19-13

NDF NON-PROFIT APPLICATION CHECKLIST	
Legal Name of Applicant Organization: Girl Scouts of Kentuckiana	
Program Name: Girl Scout Programs Member Request Amount: #26,000 —	**Yes/No/NA**
Request form: Is the NDF request form signed by all Council Member(s) appropriating funding?	Yes
Request form: Is the funding proposed less than or equal to the request amount?	Yes
Request form: Have all known Council or Staff relationships to the Agency been adequately disclosed on the cover sheet?	
Application Page 1: Has prior Metro funds committed/granted been disclosed?	Yes
Application Page 1: Is the application properly signed and dated by authorized signatory?	Yes
Application Page 3: Reimbursement funding – One or two boxes checked if any expenses are incurred before the grant award period. Is all required documentation included?	NA
Application Pages 3 – 5: Is the proposed public purpose of the program well-documented?	Yes
Application 4: Is there adequate documentation of how the proceeds of the fundraiser will be spent?	NA
Application Budget Page 6: Does the application budget reflect only the revenue and expenses of the project/program (page 6) if the request is not an operating budget request? Is all detail schedules included for "Metro, Non Metro and Total" expense funds for client assistance, community events & festivals and other expenses? And does the Non-Metro Revenue equal the Non-Metro expenses?	Yes
Faith Based Organizations: Is the signed Faith Based Form signed and included?	NA
Jefferson County Only: Will all funding be spent in Louisville/Jefferson County?	Yes
Capital Project(s) request: Is the cost estimate(s) from proposed vendor(s) included?	NA
Good Standing: Is the entity in good standing with: • Kentucky Secretary of State – include Secretary of State website information on organization • Louisville Metro Government – check OMB monthly report filed in Council Financial Reports • Internal Revenue Service – most recent Form 990 included	Yes
Separate Taxing Districts: If Metro funding is for a separate taxing district, is the funding appropriated for a program outside the legal responsibility of that taxing district?	NA
Small Cities: Is the resolution included agreeing to partner with Louisville Metro on the capital project? (IRS Determination letter not required, Form 990 not required, but KY SOS acknowledgement is)	NA
Operating Requests: Is recommended operating funding less than or equal to 33% of total operating budget?	NA
IRS Exempt Proof: Is proof of Tax Exempt status of 501(c) 3, 4, 6, 19, 1120-H included?	Yes
Operating Budget: Is the organization's current fiscal year operating budget included?	Yes
Ordinance Required: Is the amount committed by Council members greater than $5,000 **to any one project/program within an organization** in this fiscal year.	Yes
Board Members: Is the entity's board member list (with term length/term limits) included?	Yes
Staff: Is a list of the highest paid staff included with their expected annual personnel costs?	Yes
Annual Audit: Is the most recent annual audit (if required by organization) included?	Yes
Rent Requests: Is a copy of signed lease included?	NA
Articles of Incorporation: Are the Articles of Incorporation of the organization included?	Yes
IRS Form W-9: Is the IRS Form W-9 included?	Yes
Evaluation Forms: Are the evaluation forms (if program participants are given evaluation forms) included?	Yes
Affirmative Action: Affirmative Action/Equal Employment Opportunity plan and/or policy statement included (if required by the organization)?	NA
Prepared by: Kyle Ethridge Date: 01/10/14	

LOUISVILLE METRO COUNCIL

NEIGHBORHOOD DEVELOPMENT FUND APPLICATION

SECTION 1: APPLICANT INFORMATION

Legal Name of Applicant Organization: (as listed on: http://www.sos.ky.gov/business/records/) Girl Scouts of Kentuckiana, Inc.

Main Office Street & Mailing Address: 2115 Lexington Rd, Louisville, KY 40206

Website: www.gskentuckiana.org

Application Contact: Sarah Dawson	**Title:** Grants Manager
Phone: 502-413-2854	Email: sdawson@gskentuckiana.org
Financial Contact: Greg Cardwell-Copenhefer	Title: Chief Business Officer
Phone: 402-716-7237	Email: gccopenhefer@gskentuckiana.org

GEOGRAPHIC AREA(S) WHERE PROGRAM ACTIVITIES ARE/WILL BE PROVIDED

Program Facility Location(s): 2115 Lexington Rd. Louisville, KY (Troop meetings are held throughout Metro Louisville.)

Council District(s): All	Zip Code(s): All

SECTION 2: PROGRAM/PROJECT & FINANCIAL INFORMATION

Program Name: Louisville Girl Scout Program and Membership Assistance

Total Request: $26,000.00	Total Metro Award (this program) in previous year : $0.00

The following are required attachments:

- ■ IRS Exempt Status Determination Letter
- ■ Current Year Projected Budget
- ■ List of Board of Directors (include term & term limits)
- ■ Current financial statement
- ■ Most recent IRS Form 990 or 1120-H
- ■ Articles of Incorporation
- ☐ Cost estimates from proposed vendor if request is for capital expense
- ☐ Signed lease if rent costs are being requested
- ■ IRS Form W9
- ■ Evaluation forms if used in the proposed program
- ■ Annual audit (if required by organization)
- ☐ Faith Based Organization Certification Form, if required
- ■ Staff including the 3 highest paid staff

Agency Fiscal Yr Start Date: January 1

For the current fiscal year ending June 30, list all funds received from Louisville Metro Government for this or any other program or expense, including funds received through Metro Federal Grants, from any department or Metro Council Appropriation (Neighborhood Development Funds). Attach additional sheet if necessary.

Source: Not applicable	Amount: $
Source:	Amount: $
Source:	Amount: $

Has the applicant contacted the BBB Charity Review for participation? ■ Yes ☐ No

Has the applicant met the BBB Charity Review Standards? ■ Yes ☐ No

SECTION 3: SIGNATURE

I certify under the penalty of law the information in this application (including, without limitation, the "Certifications and Assurances") is accurate to the best of my knowledge. I am aware my organization will not be eligible for funding if investigation at any time shows falsification. If falsification is shown after funding has been approved, any allocations already received and expended are subject to be repaid. I further certify that I am legally authorized to sign this application for the applying organization.

Signature of Legal Signatory:	Date: 12/01/13
Legal Signatory (please print): Lora L. Tucker	Title: Chief Executive Officer
Phone: Extension: 502-716-7234	Email: ltucker@gskentuckiana.org

SECTION 4 - AGENCY DETAILS

Describe Agency's Vision, Mission and Services:

Girl Scouting builds girls of courage, confidence, and character, who make the world a better place. Girl Scouts of Kentuckiana (GSK) advocates for all girls and helps them build character and gain skills for success in life. In partnership with committed adults and communities, we inspire girls to develop strong values, leadership skills, social conscience, and conviction about their own potential and self-worth.

Girl Scouts is the largest program dedicated to promoting leadership among girls ages 5-17. We work with local agencies to bring collaborative programming to the community, and with local businesses and educational institutions to introduce girls to the broad range of resources around them. Our commitments to measurable outcomes and diversity are unparalleled in the field of youth development.

Organized in 1923, Girl Scouts of Kentuckiana has grown through mergers to our current size – covering more than 20,000 square miles throughout 54 counties in western Kentucky and 10 counties in southern Indiana. Girl Scouts of Kentuckiana serves more than 17,000 girl members and nearly 6,000 adult members (women and men). Adults are involved as volunteer leaders, consultants, board members, and staff specialists who serve in such areas as program development, adult education, outdoor education, volunteer management, and administration.

SECTION 5 - PROGRAM NARRATIVE

A: Purpose of Request (check all that apply):

- ☐ Operating Funds (generally cannot exceed 33% of agency's total operating budget)
- ☒ Programming/services/events for direct benefit to community or qualified individuals
- ☐ Capital Project of the organization (equipment, furnishing, building, etc)

B: Describe the program/project start and end dates, a description of the program/project and applicable data with regards to specific client population the program will address (attach related flyers, planning minutes, designs, event permits, proposals for services/goods, etc):

Girl Scouts of Kentuckiana requests $1,000.00 from each of the 26 Metro Council districts, for a total of $26,000.00. Support from Metro Council Neighborhood Development Funds will be used to provide need-based membership assistance or "scouterships" to girls in the Metro Louisville area. Membership assistance will be available to any person who meets the need and income criteria established by the council, regardless of where the individual lives. No funding will be spent before the Metro Council's decision. All funds will be expended by close of business on June 30, 2014.

Girl Scouting can have a tremendous and lasting impact on a girl's life, with benefits extending well into adulthood. The Girl Scout Research Institute conducts ongoign research into the impact of Girl Scouting. Three research summaries are included with this application, and highlights are listed below.

Academic Success:
-Girl Scouting has a positive impact on leadership skills.
-Girl Scouting influences academic success as much as or more so that non-Girl Scout factors that are known to boost success in school.
-Girls from low-socioeconomic households report even greater benefits from Girl Scouting.

Cookie Program:
-Girls who participate in the cookie program develop essential skills, such as money management, business ethics, goal setting, decision making, and people skills.
-Girls report that learning these essential skills has had a positive impact on other parts of their lives.
-Specific Girl Scout experiences had significant impact on girls' ability to develop these essential skills.

Alumnae:
-Women who were Girl Scouts in their youth are more likely to feel confident in their abilities, volunteer within their community, vote, and earn a college degree.
-Women who were Girl Scouts in their youth also report higher household incomes.

C: Describe specifically how the funding will be spent including identification of funding to subgrantee(s):

Membership assistance covers part or all of the $30 membership fee, depending on the expected parent/guardian contribution. Once a girl is a member, she is placed with a troop; there is no additional cost to being in a troop. In fact, by participating in the Girl Scout Cookie Program, troops can raise money to use for membership, program and camp fees, and other expenses in the following year.

Based on household income information, most parents/guardians will be asked to pay a portion of the membership fee. Parents and/or guardians may still apply for additional program and camp assistance from the council.

To apply for funding, parents/guardians will contact the GSK office to request an application. Upon submission of the completed application, GSK membership specialists will calculate the expected parent contribution and the amount of financial assistance to be offered. Financial assistance provided by NDFs will be tracked, however individual applicant information will be kept confidential. GSK will report the number of individuals served by these scouterships at the conclusion of the grant period.

D: For Expenditure Reimbursement Only - The grant award period begins with the Metro Council Appropriation Committee approval date and ends on June 30 of the fiscal year in which the grant is approved. If any part of this funding request is for funds that will be spent before the grant award period, identify the applicable circumstances:

☐ The funding request is a reimbursement of the following expenditures that have occurred prior to the application date:

- ✓ Attach a copy of invoices and/or receipts to provide proof of purchase of activities associated with the work plan identified in this application.
- ✓ Attach a copy of cancelled checks to provide proof of payment of the invoices or receipts associated with the work plan identified in this application.

Not applicable.

☐ The funding request is a reimbursement of the following expenditures that will be incurred after the application date, but prior to the Metro Council approval date. This option will allow expenditures occurring within this time frame to be considered compliant with the grant agreement.

- ✓ If selecting this option, the invoice, receipt and payment documentation should not be available as of the date of this application.
- ✓ The Grantee will be required to submit financial reporting in accordance with the reporting schedule provided in the grant agreement.

Not applicable.

E: If this request is for a fundraiser, please detail how the proceeds will be spent:

Not applicable.

F: Briefly describe any existing collaborative relationships the organization has with other community organizations. Describe what those partners are bringing to the relationship in general and to this program specifically.

Kentucky Science Center: Provides volunteers and materials needed to carry out science, technology, engineering, and math programs

Kentucky Humane Society: Provides opportunities for girls to participate in programs that complement the Girl Scout curriculum (learning how to care for animals and about careers that involve working with animals) and volunteers who facilitate those events and/or programs

Bank On Louisville Financial Literacy Initiative: Provides collaborative financial literacy program with GSK members and their families, volunteers to facilitate those programs, and meeting space for events and programs

Louisville Zoo: Provides program and event opportunities for girls (learning about animals and habitats around the world), space to hold programs and or events, and the volunteers to facilitate

Scholar House of Louisville: Provides meeting space and volunteers to support and lead troops

Louisville Water Company: Provides program and event opportunities for girls (learning about the water cycle, water conservation, and careers for people who love water), space to hold programs and or events, and the volunteers to facilitate

Jefferson County Public Schools: Provide funding to support girl membership, meeting space for troops, and allotted in-school time for girl members to participate in programs on select topics, including bullying-prevention programs

G: Describe the program's benefits to those being served (measurable outcomes). Include the program's process for collecting data and the indicators that will be tracked to measure the benefits to those being served:

All experiences in Girl Scouting incorporate the Discover, Connect, and Take Action keys to leadership. Girl Scout experiences are also, as much as possible, girl-led and encourage experiential learning and cooperative learning. These three processes promote the fun and friendship that have always been so integral to Girl Scouting. Within each key to leadership, Girl Scouts has identified specific measurable outcomes. These outcomes have been correlated to educational standards for all 50 states as well as the Search Institute's 40 Developmental Assets, which have been identified as the building blocks of healthy development for young people.

Discover: Girls understand themselves and their values and use their knowledge and skills to explore the world.
D1. Girls develop a strong sense of self.
D2. Girls develop positive values.
D3. Girls gain practical life skills.
D4. Girls seek challenges in the world.
D5. Girls develop critical thinking.

Connect: Girls care about, inspire, and team with others locally and globally.
C1. Girls develop healthy relationships.
C2. Girls promote cooperation and team building.
C3. Girls can resolve conflicts.
C4. Girls advance diversity in a multicultural world.
C5. Girls feel connected to their communities, locally and globally.

Take Action: Girls act to make the world a better place.
T1. Girls can identify with community needs.
T2. Girls are resourceful problem solvers.
T3. Girls advocate for themselves and others, locally and globally.
T4. Girls educate and inspire others to act.
T5. Girls feel empowered to make a difference in the world.

Girls complete pre- and post-surveys to determine the effectiveness of the programs and activities. Questions will be based on the selected Girl Scout Leadership Experience outcomes targeted by the specific activity. Survey data are entered in a database and sent to a third-party research and consulting company for analysis.

2012-2013 Program Year Outcomes Summary
Troop—The survey for the troop pathway included questions about outcomes as well as satisfaction. In this pathway, results for Brownies were mixed, while Juniors showed a slight improvement in Discover outcomes. However satisfaction scores demonstrated that girls enjoy Girl Scouting:
-Ninety-eight percent agreed that they enjoyed their troop experience.
-Ninety-eight percent agreed that being a Girl Scout was a positive experience.
-Ninety-three percent agreed they would tell their friends to join Girl Scouts.
-Only 9% of girls indicated they did not plan on participating in Girl Scouts next year, typically stating they would be too busy with school.

Series—Cadettes participating in series programming showed statistically significant increases in all three outcome areas:
-Discover: Girls were better able to identify positive values, such as personal responsibility, and to engage in practical life skills, such as effective communication.
-Connect: Girls were better able to resolve conflicts and to advance diversity.
-Take Action: Girls indicated they were more resourceful problem solvers and felt empowered to advocate for others who are being treated unfairly.

Camp—Juniors attending resident camp reported statistically significant increases in Discover outcomes, specifically:
-Trying new things, meeting new people, and learning about new people and places
-Doing something that looks difficult and achieving goals
-Understanding that being a girl does not limit their choices in life

SECTION 6 - PROGRAM BUDGET SUMMARY

The Program Budget should realistically estimate what amount is needed from Metro Government and what is expected from other sources. **Enter whole-dollar amounts.**

Program Expenses	Column 1 Proposed Metro Funds	Column 2 Non-Metro Funds	Column 3 [illegible]
A: Personnel Costs Including Benefits			
B: Rent/Utilities			
C: Office Supplies			
D: Telephone			
E: In-town Travel			
F: Client Assistance (Attach Detailed List)	26,000.00	10,000.00	36,000.00
G: Professional Service Contracts			
H: Program Materials			
I: Community Events & Festivals ***(Attach Detailed List)***			
J: Machinery & Equipment			
K: Capital Project			
L: Other Expenses (Attach Detail List)			
SUBTOTAL	26,000.00	10,000.00	36,000.00
% of Program Budget –	72 %	28 %	**100%**
Value of volunteer services and how computed:	**N/A**		
Value of in-kind assets, such as donated space, supplies, use of equipment, etc. ***(Detail on Next Page)***	**N/A**		
Total Program Funds	26,000.00	10,000.00	36,000.00

***List funding sources in Column 2** (do not include individual donor names):

Other State, Federal or Local Government	
United Way	
Private Contributions	
Fees Collected from Program Participants	
Other (please specify)	Cookie revenue: 10,000.00
Total Revenues	10,000.00

PROGRAM BUDGET SUMMARY (CONTINUED)

Detail of In-Kind Contributions for this PROGRAM only: Includes Volunteers, Space, Utilities, etc. (Include anything not bought with cash revenues of the agency).

Donor / Type of Contribution	Value of Contribution	Method of Valuation
Not applicable		
Total Value of In-Kind ***(to match Program Budget Line Item.*** Volunteer Contribution &Other In Kind)		

* Donor information refers to who made the in kind contribution. Volunteers need not be listed individually, but grouped together on one line as a total noting how many hours per person per week)

Does your Agency anticipate a significant increase or decrease in your budget from the current fiscal year to the budget projected for next fiscal year? **NO** ■ **YES** ☐

If YES, please explain:

Not applicable.

SECTION 7 – CERTIFICATIONS AND ASSURANCES

By signing the first page of the Grant Application, the authorized official signing for the applicant organization certifies and assures to the best of his or her knowledge and/or belief the following Assurances and Certifications. If there is any reason why one or more of the assurances or certifications listed cannot be certified or assured, please explain in writing and attach to this application.

Standard Assurances

1. Applicant understands this application and its attachments as well as any resulting grant agreement, reports and proof of expenditure is subject to Kentucky's open records law.
2. Applicant will establish safeguards to prohibit employees or any person that receives compensation from awarded funds from using their position for a purpose that constitutes or presents the appearance of personal or organizational conflict of interest, or personal gain.
3. Applicant and any sub grantee will give Louisville Metro Government access to and the right to examine all paper or electronic records related to the awarded grant for up to five years of the grant agreement date.
4. Applicant assures compliance with the grant requirements and will monitor the performance of any third party (sub-grantee).
5. The Agency is in good standing with the Kentucky Secretary of State, Louisville Metro Government, the Jefferson County Revenue Commission, the Internal Revenue Service, and the Louisville Metro Human Relations Commission.
6. Failure to provide the services, programs, or projects included in the agreement will result in funds being withheld or requested to be returned if previously disbursed.
7. Return to Louisville Metro any unexpended funds by July 31 following the Metro Louisville's fiscal year end
8. Provide proof of all expenditures (canceled checks, receipts, paid invoices). The Applicant understands the failure to provide proof of expenditures as required in the grant agreement could result in funding being withheld or request to be returned if previously disbursed.
9. Applicant understands if this application is approved, the grant agreement will identify an award period that begins with the Metro Council approval date, and will end with June 30 of the fiscal year in which the grant is approved. Expenditures associated with this award expected to occur prior to the award period (approval date) must be disclosed in this application in order to be considered compliant with the grant agreement.
10. Applicant understands if we choose to incur expenditures prior to the approval of the application by the Metro Council, there is no guarantee that funding will be reimbursed, as the Council may choose not to award the application.

Standard Certifications

1. The Agency certifies it will not use Louisville Metro Government funds for any religious, political or fraternal Activities.
2. The Agency has a written Affirmative Action/Equal Opportunity Policy.
3. The Agency does not discriminate in employment or in provision of any service/program/activity/event based on age, color, disabled status, national origin, race, religion, sex, gender identity or sexual orientation, or Vietnam era veteran status.
4. The Agency certifies it will not require clients, recipients, or beneficiaries to participate in religious, political, fraternal or like activities in order to receive services/benefits provided with Louisville Metro Government funds.
5. The Agency understands the Americans with Disabilities Act (ADA) and makes reasonable accommodations.

Relationship Disclosure: List below any relationship you or any member of your Board of Directors or employees has with any Councilperson, Councilperson's family, Councilperson's staff or any Louisville Metro Government employee.

-Councilperson Tina Ward-Pugh is a member of the Board of Directors for Girl Scouts of Kentuckiana.

-Menisa Marshall, legislative aide for Councilperson Vicki Welch, was employed by Girl Scouts of Kentuckiana within the last twelve months.

-Jacqueline Johnson, administrator of the South Central Neighborhood Place, was employed by Girl Scouts of Kentuckiana within the last twelve months.

Required Attachments

- IRS Exempt Status Determination Letter
- Current Year Projected Budget
- List of Board of Directors
- Current Financial Statement
- Most Recent IRS Form 990
- Articles of Incorporation
- IRS Form W9
- Evaluation Forms
- Annual Audit
- Staff List

Additional Attachments

- GSK Outcomes Summary
- GSRI Academic Success Summary
- GSRI Cookie Program Summary
- GSRI Alumnae Impact summary

IRS Department of the Treasury
Internal Revenue Service
P.O. Box 2508
Cincinnati OH 45201

In reply refer to: 0248667579
Nov. 24, 2009 LTR 4168C E0
61-0444698 000000 00
00018715
BODC: TE

GIRL SCOUTS OF KENTUCKIANA INC
PO BOX 32335
LOUISVILLE KY 40232-2335

010562

Employer Identification Number: 61-0444698
Person to Contact: Mr. Gerding
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Nov. 13, 2009, request for information regarding your tax-exempt status.

Our records indicate that your organization was recognized as exempt under section 501(c)(3) of the Internal Revenue Code in a determination letter issued in April 1965.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Beginning with the organization's sixth taxable year and all succeeding years, it must meet one of the public support tests under section 170(b)(1)(A)(vi) or section 509(a)(2) as reported on Schedule A of the Form 990. If your organization does not meet the public support test for two consecutive years, it is required to file Form 990-PF, Return of Private Foundation, for the second tax year that the organization failed to meet the support test and will be reclassified as a private foundation.

If you have any questions, please call us at the telephone number shown in the heading of this letter.

0248667579
Nov. 24, 2009 LTR 4168C E0
61-0444698 000000 00
00018716

GIRL SCOUTS OF KENTUCKIANA INC
PO BOX 32335
LOUISVILLE KY 40232-2335

Sincerely yours,

Michele M. Sullivan

Michele M. Sullivan, Oper. Mgr.
Accounts Management Operations I

Girl Scouts of Kentuckiana
Approved 2013 Budget

Revenue	
Contributions	350,000
Cookie Sales	4,014,195
Product Sales	228,000
Service Fees	147,974
United Way	32,400
Camp Fees	373,749
Program Fees	147,990
Sale of Materials	152,032
Interest	20,000
Lease	32,050
Misc.	12,900
TOTAL Revenue	5,511,290

Expense	
Salaries and Benefits	3,261,352
GSUSA Defined Benefit Plan	316,000
Professional Fees	146,357
Supplies	98,450
Telephone/Internet	121,582
Postage/Shipping	36,514
Occupancy	391,584
Maintenance/Equipment Rental	27,702
Printing/Publications/Web	241,632
Travel	208,204
Trainings/Meetings	84,205
Financial Assistance	88,294
Dues	14,326
Interest	182,833
Insurance	132,885
Misc.	111,324
TOTAL Expenses	5,463,242
Operational Net	48,048
Capital Expenditures	30,275
Principal Payments	168,000
Change in Cash Position	(150,227)
Depreciation	433,000
Increase (decrease) in net assets	(384,952)

Girl Scouts of Kentuckiana
2013-2014 BOARD OF DIRECTORS

Officers		Term
Chair	**Vivian Blade** (*Cluster 3*) 12905 Cockrell Ct Louisville, KY 40299-8351 502-240-0182 (h) 502-419-2433 (w) vivian.blade@eiglconsulting.com	2013 – 2016 (1)
1st Vice Chair	**Pamela Ross** (*Cluster 3*) 6012 Grandel Pointe Ct Louisville, KY 40258 502-310-8460 (h) pamela@successfulstrategicsolutions.com	2013-2016 (1)
2nd Vice Chair	**Cynthia Torp** (*Cluster 3*) 438 S. 3rd St Louisville, KY 40202 502-562-0060 (w) ctorp@solidlight-inc.com	2013-2016 (1)
3rd Vice Chair	**Gail Ruga** (*Cluster 1*) 109 Forest View Cove Paducah, KY 42003 270-554-0161 (h) 270-559-3935 (c) Sciencelady_22@yahoo.com	2013-2016 (1)
4th Vice Chair	**Sr. Sharon Sullivan** (*Cluster 1*) Mount Saint Joseph 8001 Cummings Road Maple Mount, KY 42356 270-229-4103, ext. 201 (o) 270-570-1193 (c) sharon.sullivan@maplemount.org	2013 – 2016 (2)
Secretary	**Kendra Rogers** (*Cluster 3*) 3008 Boones Trace Crestwood KY 40014 502-241-0473 (h) 502-265-6588 (c) kendragsk@gmail.com	2013 – 2016 (1)
Treasurer	**Tom Gilman** (*Cluster 3*) 10607 Ledbury Ct Louisville KY 40243 502-244-3074 (h) 502-489-6720 (w) tgilman@insightbb.com tom.gilman@tbs.toshiba.com	2013 – 2016 (2)

Members-at-Large

Term

Lynne Bowen-Lowe *(Cluster 3)* — 2012-2015 (1)
P.O. Box 6221
Louisville, KY 40206
502-836-3283 (c)
adbizrocks@gmail.com

Tiffany Cardwell *(Cluster 3)* — 2013-2016 (1)
5513 Hempstead Rd
Louisville, KY 40207
502-896-4163 (h) 502-767-5273 ©
tiffany_cardwell@hotmail.com

Rhoda Faller *(Cluster 3)* — 2011-2014 (1)
10103 Cave Creek Rd
Louisville, KY 40223
502-581-1111 (w) 502-618-1115 (h) 502-551-2860 (c)
rfaller@fallerlaw.com

Janet Fleck *(Cluster 3)* — 2013 – 2016 (1)
2123 Maryland Avenue
Louisville KY 40205
502-479-7994 (h) 502-693-4805 (c)
jbfleck2123@insightbb.com

Joanna Haas *(Cluster 3)* — 2013-2016 (1)
4021 Elmwood Ave
Louisville, KY 40207
502-424-7114 (c)
jhaas@brains4business.com

Louis Heuser, MD *(Cluster 3)* — 2013-2014 (1)
626 East Main St, #104
Louisville, KY 40202
502-583-4134 (h) 502-893-7833 (o) 502-773-1638 (c)
doctorheuser@heuserclinic.com
Peggy Heuser - peggy@heuserclinic.com

Rick King *(Cluster 3)* — 2013-2016 (1)
4409 Stoneham Place
Louisville, KY 40299
502-290-7884 (h) 502-817-6086 (c)
rickking@eaton.com

Carla Kiser *(Cluster 3)*
12709 St Clair Dr
Louisville KY 40243
502-594-9986 (c)
carlakiser@ymail.com

2012 - 2015 (2)

Ellen Bell Leake *(Cluster 2)*
499 Gene Campbell Rd
Lebanon, KY 40033
270-692-2136 (w) 270-692-4299 (h)
eleake@ckcac.org eb_leake@hotmail.com

2013-2016 (2)

Terri Massey *(Cluster 3)*
499 Horton Rd
Lagrange, KY 40031
502-241-1149 (h) 502-445-1925 (c)
tmassey13@gmail.com

2013-2016(1)

Karen Morrison *(Cluster 3)*
13207 Snowden Valley
Goshen KY 40026
502-228-3098 (h) 502-583-0075 (w)
Karen@gildasclublouisville.org

2011 - 2014 (2)

Linda Poteet *(Cluster 3)*
3509 Blakemore Ln
LaGrange, KY 40031
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linda_poteet@B-F.com

2013-2016 (1)

Theresa Reno-Weber *(Cluster 3)*
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2013-2016 (1)

Alex Rohleder *(Cluster 3)*
2710 Razor View Ct
Louisville, KY 40299
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arohleder@insightbb.com

2013-2014 (1)

Teather Sanders *(Cluster 3)*
1086 Martini Lane
Bedford KY 40006
502-744-8767 (h)
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2011 - 2014 (2)

Joyce Seymour *(Cluster 3)* 2012-2015 (1)
1301 Bent Willow Ln
Louisville, KY 40214
502-366-3892 (h) 502-553-9241 (c)
jespud@bellsouth.net

Leslie Buddeke Smart, CFRE *(Cluster 3)* 2012-2015 (1)
2325 Woodford Pl
Louisville, KY 40205
502-599-2966 (c)
leslie.smart@nortonhealthcare.org

Tina Ward-Pugh *(Cluster 3)* 2012-2015 (1)
150 N. Galt Ave
Louisville, KY 40206
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tina.ward-pugh@louisvilleky.gov

Roland Williams *(Cluster 2)* 2012-2014 (1)
2225 Elmcrest Dr
Bardstown, KY40004
502-348-5433 (c)
coach_roe@yahoo.com

Ex-Offico Member
Kurt Ruga
109 Forest View Cove
Paducah, KY 42003
270-554-0161 (h) 270-210-5150 (c)
kurtruga@comcast.net

Girl Members of the Board - 2013-2014

Emily Anderson *(Cluster 4)*
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Sellersburg, IN 47172
502-640-6905 (h)
nosrednaylime@gmail.com

Katie Clark *(Cluster 1)*
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guineapig2@comcast.net

Daysi Zapata *(Cluster 4)*
1056 Summerfield Drive
Louisville, KY 40220
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daysizapata16@gmail.com

Julia Bache *(Cluster 3)*
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Louisville, KY 40241
(502) 423-0899 (h)
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Zoe Thompson *(Cluster 4)*
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Crestwood, KY 40014
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Olivia Lund *(Cluster 3)*
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Louisville, Kentucky 40245
502-523-4079
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GIRL SCOUTS OF KENTUCKIANA
Statement of Activities
As Of OCT 31, 2013
For All Departments

	MONTH Budget	MONTH Actual	MONTH Variance	MONTH Last Year	YEAR-TO-DATE Budget	YEAR-TO-DATE Actual	YEAR-TO-DATE Variance	YEAR-TO-DATE Last Year
Public Support and Revenue								
Contributions	$25,000	$31,053	$6,053	$38,707	$265,000	$200,823	($64,177)	$325,085
Cookie Sales	$0	($10,998)	($10,998)	($11,889)	$4,014,193	$3,580,122	($434,071)	$4,193,450
Product Sales	$0	$2,754	$2,754	($339)	$0	($24,304)	($24,304)	$3,227
Service Fees	$0	$8,935	$8,935	$8,342	$147,973	$128,852	($19,121)	$19,702
United Way	$2,700	$437	($2,263)	$0	$27,000	$29,164	$2,164	$0
Camp Fees	$3,829	$4,657	$828	$2,988	$50,054	$158,409	$108,355	$197,522
Program Fees	$467	$21,801	$21,334	$21,976	$328,319	$111,338	($216,981)	$136,892
Sale of Materials	$17,100	$20,245	$3,145	$24,879	$125,732	$128,667	$2,935	$157,848
Interest Income	$1,667	$30,828	$29,161	($14,545)	$16,667	$110,903	$94,236	$98,283
Lease Income	$3,000	$4,072	$1,072	$4,072	$26,050	$40,716	$14,666	$41,055
Miscellaneous Income	$1,075	($8,853)	($9,928)	($5,107)	$10,750	$25,077	$14,327	$4,943
Total Public Support &	$54,838	$104,929	$50,091	$69,082	$5,011,738	$4,489,768	($521,970)	$5,178,005
E...ses								
Salaries and Benefits	$300,795	$325,792	($24,996)	$314,378	$3,058,398	$2,675,776	$382,622	$2,985,650
Professional Fees/Outside	$6,843	$16,635	($9,793)	$22,660	$136,777	$173,519	($36,743)	$246,360
Supplies	$3,744	$9,723	($5,978)	$6,526	$92,910	$72,463	$20,447	$130,707
Telephone	$9,189	$10,979	($1,790)	$7,680	$101,691	$96,560	$5,131	$94,492
Postage/Shipping	$4,665	$490	$4,175	$1,630	$32,744	$24,865	$7,879	$33,840
Occupancy	$26,692	$29,755	($3,063)	$29,201	$334,272	$306,008	$28,264	$290,329
Maintenance/Rental of Eq	$4,630	$2,417	$2,212	$865	$25,986	$27,924	($1,938)	$68,132
Printing, Web, IT	$21,697	$18,554	$3,143	$20,606	$226,018	$161,656	$64,362	$128,761
Travel	$15,812	$16,919	($1,107)	$9,914	$184,761	$151,594	$33,167	$150,692
Conferences/Meetings	$4,388	$10,111	($5,723)	$3,525	$74,208	$38,832	$35,376	$39,582
Financial Assistance	$13,214	$8,865	$4,350	$16,239	$79,133	$48,960	$30,173	$117,503
Organization Dues	$431	$666	($236)	$786	$13,245	$4,193	$9,053	$9,024
Int Exp Short or Long Ter	$14,500	$14,024	$476	$14,783	$153,833	$147,224	$6,609	$161,736
Insurance	$10,935	$16,699	($5,764)	$10,682	$138,335	$156,944	($18,609)	$110,487
Miscellaneous	$1,381	$12,027	($10,646)	$15,678	$78,727	$91,577	($12,850)	$112,388
Depreciation	35,579	35,579	1	36,092	355,790	355,785	5	360,920
Total Expenses	$474,495	$529,234	($54,739)	$511,246	$5,086,827	$4,533,881	$552,947	$5,040,606
Excess Revenue Over	($419,657)	($424,305)	($4,648)	($442,164)	($75,090)	($44,113)	$30,977	$137,400
Capital Expense	0	4,805	(4,805)	6,314	0	8,112	(8,112)	72,756

Girl Scouts of Kentuckiana
Statement of Financial Position
As Of OCT 31, 2013
For All Departments

	Current Year	Previous Year	Change	Percent Incr(Decr)
ASSETS				
CURRENT ASSETS				
Cash	$344,378	$386,258	($41,880)	89
Money Markets	$70,877	$95,775	($24,897)	74
Cash Clearing	$78,475	$59,868	$18,607	131
Promise To Give Receivable	$318,415	$372,627	($54,212)	85
Accounts Receivable	$22,601	$32,973	($10,372)	69
Prepaid Expenses	$41,171	$60,414	($19,243)	68
Inventory	$65,281	$69,325	($4,044)	94
Total Current Assets	$941,198	$1,077,239	($136,041)	87
OTHER ASSETS				
Operating Reserves	$2,443,141	$2,748,742	($305,601)	89
Long Term Reserves	$1,445,557	$1,398,096	$47,461	103
Donor Restricted Funds	$675,094	$530,287	$144,807	127
Endowment Fund	$1,150,680	$976,040	$174,640	118
Beneficial Interest - Jacobs	$1,434,607	$1,336,977	$97,630	107
Beneficial Interest - Houchens	$290,268	$279,795	$10,473	104
Due To/From LLC	$0	$41,138	($41,138)	0
Total Other Assets	$7,439,347	$7,311,076	$128,271	102
LAND, BLDGS. & EQUIP.				
Land, Bldgs. & Equipment	$16,700,310	$16,610,531	$89,779	101
Less Accum Depr.	($6,793,541)	($6,360,787)	($432,754)	107
Net Land, Bldg & Equipment	$9,906,769	$10,249,744	($342,975)	97
Total Assets	$18,287,314	$18,638,059	($350,745)	98

Girl Scouts of Kentuckiana
Statement of Financial Position
As Of OCT 31, 2013
For All Departments

	Current Year	Previous Year	Change	Percent Incr(Decr)
LIABILITIES & NET ASSETS				
LIABILITIES				
Accounts Payable	$52,833	$66,528	($13,695)	79
Payroll Withholdings	($13,913)	$18,380	($32,293)	(76)
Accrued Expenses	$2,517	$1,654	$863	152
Deferred Income	$200,645	$72,994	$127,650	275
Custodial Funds	$14,981	$170,243	($155,262)	9
Security Deposit	$3,504	$3,504	$0	100
Short Term Debt	$0	$0	$0	0
Total Current Liabilities	$255,534	$329,996	($74,463)	77
Long Term Debt	$3,362,452	$3,573,951	($211,500)	94
Total Liabilities	$3,617,985	$3,903,948	($285,962)	93
ASSETS				
Unrestricted	$10,657,936	$10,854,630	($196,694)	98
Board Designated (Unrestricted)	$383,526	$401,639	($18,113)	95
Net Profit / (Loss)	($54,312)	$62,951	($117,263)	(86)
Total Unrestricted	$10,987,150	$11,319,220	($332,070)	97
Temporarily Restricted	$1,202,209	$1,095,830	$106,380	110
Permanently Restricted	$2,479,970	$2,319,062	$160,908	107
Total Net Assets	$3,682,179	$3,414,891	$267,288	108
Total Liabilities & Net Assets	$18,287,314	$18,638,059	($350,745)	98

Form **990**

Department of the Treasury Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

▶ The organization may have to use a copy of this return to satisfy state reporting requirements.

OMB No. 1545-0047

2012

Open to Public Inspection

A For the 2012 calendar year, or tax year beginning and ending

B Check if applicable: ☐ Address change ☐ Name change ☐ Initial return ☐ Terminated ☐ Amended return ☐ Application pending

C Name of organization: GIRL SCOUTS OF KENTUCKIANA, INC.

Doing Business As

Number and street (or P.O. box if mail is not delivered to street address) / Room/suite: 2115 LEXINGTON ROAD

City, town, or post office, state, and ZIP code: LOUISVILLE, KY 40206

F Name and address of principal officer: LORA TUCKER SAME AS C ABOVE

D Employer identification number 61-0444698

E Telephone number 502-636-0900

G Gross receipts $ 8,754,761.

H(a) Is this a group return for affiliates? ☐ Yes ☒ No

H(b) Are all affiliates included? ☐ Yes ☐ No

If "No," attach a list. (see instructions)

H(c) Group exemption number ▶

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ( )◀ (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: ▶ WWW.GSKENTUCKIANA.ORG

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶

L Year of formation: 1932 **M** State of legal domicile: KY

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: GIRL SCOUTING BUILDS GIRLS OF COURAGE, CONFIDENCE AND CHARACTER, WHO MAKE THE WORLD A BETTER

2 Check this box ▶ ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3	Number of voting members of the governing body (Part VI, line 1a)	3	24
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	24
5	Total number of individuals employed in calendar year 2012 (Part V, line 2a)	5	187
6	Total number of volunteers (estimate if necessary)	6	6431
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
b	Net unrelated business taxable income from Form 990-T, line 34	7b	0.

			Prior Year	Current Year
Revenue	8	Contributions and grants (Part VIII, line 1h)	534,223.	526,306.
	9	Program service revenue (Part VIII, line 2g)	551,636.	354,585.
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	166,166.	249,635.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	4,771,054.	4,612,138.
	12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	6,023,079.	5,742,664.
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	141,140.	89,117.
	14	Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	3,572,600.	3,458,416.
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	0.	0.
	b	Total fundraising expenses (Part IX, column (D), line 25) ▶ 416,736.		
	17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	2,610,748.	2,377,382.
	18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	6,324,488.	5,924,915.
	19	Revenue less expenses. Subtract line 18 from line 12	-301,409.	-182,251.
			Beginning of Current Year	**End of Year**
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	18,306,238.	18,142,847.
	21	Total liabilities (Part X, line 26)	3,974,736.	3,768,198.
	22	Net assets or fund balances. Subtract line 21 from line 20	14,331,502.	14,374,649.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here ▶ Signature of officer — Date

▶ LORA TUCKER, CHIEF EXECUTIVE OFFICER
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
BARBARA A. LASKY				P00015280

Firm's name ▶ ANDERSON, BRYANT, LASKY & WINSLOW, PSC — Firm's EIN ▶ 61-1227965

Firm's address ▶ 943 SOUTH FIRST STREET LOUISVILLE, KY 40203 — Phone no. (502)584-9793

May the IRS discuss this return with the preparer shown above? (see instructions) ☒ Yes ☐ No

232001 12-10-12 LHA **For Paperwork Reduction Act Notice, see the separate instructions.** Form **990** (2012)

SEE SCHEDULE O FOR ORGANIZATION MISSION STATEMENT CONTINUATION

Part III **Statement of Program Service Accomplishments**

Check if Schedule O contains a response to any question in this Part III ☐

1 Briefly describe the organization's mission:
GIRL SCOUTING IS THE PREMIER LEADERSHIP ORGANIZATION FOR GIRLS. IN GIRL SCOUTING, THE GIRLS LEARN TO DISCOVER, CONNECT AND TAKE ACTION, IN COOPERATION WITH DEDICATED VOLUNTEERS AND STAFF.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No
If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No
If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 4,617,395. including grants of $ 89,117.) (Revenue $ 4,917,671.)
ACROSS A 64-COUNTY AREA THAT INCLUDES THE WESTERN HALF OF KENTUCKY AND PART OF SOUTHERN INDIANA, THE COUNCIL SERVED NEARLY 20,000 GIRL MEMBERS, AGES 5-17, AND 6,000 ADULT MEMBERS. OUR FOCUS IS HELPING GIRLS BECOME TOMORROW'S LEADERS AS THEY HAVE FUN AND CONNECT WITH OTHERS THROUGH PROGRAMS SUCH AS TROOP ACTIVITIES, CAMP, TRAVEL AND COMMUNITY SERVICE. HIGHLIGHTS FOR 2012 INCLUDED: GIRLS CO-SPONSORING AND BUILDING A HABITAT HOUSE; TAKING HUNDREDS OF GIRLS TO WASHINGTON TO LEARN ABOUT GOVERNMENT AND CELEBRATE THE 100TH ANNIVERSARY OF GIRL SCOUTING; PROVIDING FINANCIAL ASSISTANCE TO 5,538 GIRLS WHO COULD NOT AFFORD THE GIRL SCOUT LEADERSHIP EXPERIENCE; AND HONORING 24 GIRLS WHO EARNED THEIR GOLD AWARD.

4b (Code:) (Expenses $ including grants of $) (Revenue $)

4c (Code:) (Expenses $ including grants of $) (Revenue $)

4d Other program services (Describe in Schedule O.)
(Expenses $ including grants of $) (Revenue $)

4e Total program service expenses ▶ 4,617,395.

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete *Schedule B, Schedule of Contributors*?	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? *If "Yes," complete Schedule D, Part V*	10	X	
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a	X	
b	Did the organization report an amount for investments - other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e	X	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f	X	
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a	X	
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or assistance to any organization or entity located outside the United States? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or assistance to individuals located outside the United States? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I*	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18	X	
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
21	Did the organization report more than $5,000 of grants and other assistance to any government or organization in the United States on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X
22	Did the organization report more than $5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22	X	
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No", go to line 25*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3) and 501(c)(4) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Was a loan to or by a current or former officer, director, trustee, key employee, highest compensated employee, or disqualified person outstanding as of the end of the organization's tax year? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, or key employee? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of a current or former officer, director, trustee, or key employee? *If "Yes," complete Schedule L, Part IV*	28b		X
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33	X	
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? **Note.** All Form 990 filers are required to complete Schedule O	38	X	

Part V **Statements Regarding Other IRS Filings and Tax Compliance**

Check if Schedule O contains a response to any question in this Part V ☐

				Yes	No
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable	1a	15		
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		1c	X	
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	187		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?		2b	X	
	Note. If the sum of lines 1a and 2a is greater than 250, you may be required to *e-file* (see instructions)				
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?		3a		X
b	If "Yes," has it filed a Form 990-T for this year? *If "No," provide an explanation in Schedule O*		3b		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?		4a		X
b	If "Yes," enter the name of the foreign country: ▶				
	See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		5a		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		5b		X
c	If "Yes," to line 5a or 5b, did the organization file Form 8886-T?		5c		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?		6a		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		6b		
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?		7a	X	
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?		7b	X	
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		7c		X
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		7e		X
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		7f		X
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		7g		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		7h		
8	**Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations.** Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?		8		
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the organization make any taxable distributions under section 4966?		9a		
b	Did the organization make a distribution to a donor, donor advisor, or related person?		9b		
10	**Section 501(c)(7) organizations.** Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	**Section 501(c)(12) organizations.** Enter:				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?		12a		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state?		13a		
	Note. See the instructions for additional information the organization must report on Schedule O.				
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b			
c	Enter the amount of reserves on hand	13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?		14a		X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation in Schedule O*		14b		

Part VI Governance, Management, and Disclosure *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.*

Check if Schedule O contains a response to any question in this Part VI ... [X]

Section A. Governing Body and Management

			Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year ... 1a: 24. If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O.			
b	Enter the number of voting members included in line 1a, above, who are independent ... 1b: 24			
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2		X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, or trustees, or key employees to a management company or other person?	3		X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5		X
6	Did the organization have members or stockholders?	6		X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a		X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b		X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:			
a	The governing body?	8a	X	
b	Each committee with authority to act on behalf of the governing body?	8b	X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses in Schedule O*	9		X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a	X	
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b	X	
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	X	
b	Describe in Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a	X	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	X	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe in Schedule O how this was done*	12c	X	
13	Did the organization have a written whistleblower policy?	13	X	
14	Did the organization have a written document retention and destruction policy?	14	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	X	
b	Other officers or key employees of the organization	15b		X
	If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed ▶ KY, IN, TN

18 Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

[X] Own website [X] Another's website [X] Upon request [ ] Other *(explain in Schedule O)*

19 Describe in Schedule O whether (and if so, how), the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, physical address, and telephone number of the person who possesses the books and records of the organization: ▶

GREG CARDWELL-COPENHEFER - 502-636-0900
2115 LEXINGTON ROAD, LOUISVILLE, KY 40206

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response to any question in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position: Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former	(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
(1) GREG CARDWELL CHIEF FINANCIAL OFFICER	40.00			X				88,682.	0.	5,796.
(2) LORA TUCKER CHIEF EXECUTIVE OFFICER	40.00			X				124,683.	0.	9,938.
(3) VIOLA PETTY CHIEF OPERATIONAL OFFICER	40.00			X				50,159.	0.	2,251.
(4) BRUCE KERSLAGER CHIEF OF STAFF	40.00			X				72,249.	0.	7,792.
(5) CYNTHIA WELLER BOARD PRESIDENT	30.00	X		X				0.	0.	0.
(6) MARCIA SEGAL 1ST VICE PRES	10.00	X		X				0.	0.	0.
(7) JANET FLECK 2ND VICE PRES	1.00	X		X				0.	0.	0.
(8) SR. SHARON SULLIVAN 3RD VICE PRES	3.00	X		X				0.	0.	0.
(9) GAIL RUGA 4TH VICE PRES	2.00	X		X				0.	0.	0.
(10) VIVIAN BLADE SECRETARY	5.00	X		X				0.	0.	0.
(11) THOMAS GILMAN TREASURER	3.00	X		X				0.	0.	0.
(12) LYNNE BOWEN-LOWE MEMBER AT LARGE	1.00	X						0.	0.	0.
(13) RHODA FALLER MEMBER AT LARGE	1.00	X						0.	0.	0.
(14) JOANNA HAAS MEMBER AT LARGE	1.00	X						0.	0.	0.
(15) CARLA KISER MEMBER AT LARGE	1.00	X						0.	0.	0.
(16) ELLEN BELL LEAKE MEMBER AT LARGE	1.00	X						0.	0.	0.
(17) ALTEATA MCWILLIAMS MEMBER AT LARGE	1.00	X						0.	0.	0.

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position: Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former	(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
(18) KAREN MORRISON MEMBER AT LARGE	1.00	X						0.	0.	0.
(19) LINDA POTEET MEMBER AT LARGE	1.00	X						0.	0.	0.
(20) KENDRA ROGERS MEMBER AT LARGE	1.00	X						0.	0.	0.
(21) PAMELA ROSS MEMBER AT LARGE	1.00	X						0.	0.	0.
(22) TEATHER SANDERS MEMBER AT LARGE	1.00	X						0.	0.	0.
(23) ANNA PEARL SENTER MEMBER AT LARGE	1.00	X						0.	0.	0.
(24) JOYCE SEYMOUR MEMBER AT LARGE	1.00	X						0.	0.	0.
(25) LESLIE SMART MEMBER AT LARGE	1.00	X						0.	0.	0.
(26) ELAINE STEVENS MEMBER AT LARGE	1.00	X						0.	0.	0.
1b Sub-total ▶								335,773.	0.	25,777.
c Total from continuation sheets to Part VII, Section A ▶								0.	0.	0.
d Total (add lines 1b and 1c) ▶								335,773.	0.	25,777.

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization ▶ 1

			Yes	No
3	Did the organization list any **former** officer, director, or trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*	3		X
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	4		X
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*	5		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address NONE	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization ▶ 0

SEE PART VII, SECTION A CONTINUATION SHEETS

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (check all that apply): Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former	(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
(27) CYNTHIA TORP MEMBER AT LARGE	1.00	X						0.	0.	0.
(28) TINA WARD-PUGH MEMBER AT LARGE	1.00	X						0.	0.	0.
Total to Part VII, Section A, line 1c										

Part VIII **Statement of Revenue**

Check if Schedule O contains a response to any question in this Part VIII ☐

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514
Contributions, Gifts, Grants and Other Similar Amounts	1 a Federated campaigns	1a 29,000.				
	b Membership dues	1b				
	c Fundraising events	1c 92,995.				
	d Related organizations	1d				
	e Government grants (contributions)	1e				
	f All other contributions, gifts, grants, and similar amounts not included above	1f 404,311.				
	g Noncash contributions included in lines 1a-1f: $	17,657.				
	h **Total.** Add lines 1a-1f	▶	526,306.			
Program Service Revenue		Business Code				
	2 a PROGRAM ACTIVITIES	900099	354,585.	354,585.		
	b					
	c					
	d					
	e					
	f All other program service revenue					
	g **Total.** Add lines 2a-2f	▶	354,585.			
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)	▶	139,339.			139,339.
	4 Income from investment of tax-exempt bond proceeds	▶				
	5 Royalties	▶				

	(i) Real	(ii) Personal
6 a Gross rents	49,198.	
b Less: rental expenses	0.	
c Rental income or (loss)	49,198.	

		(A)	(B)	(C)	(D)
d Net rental income or (loss)	▶	49,198.			49,198.

	(i) Securities	(ii) Other
7 a Gross amount from sales of assets other than inventory	137,087.	
b Less: cost or other basis and sales expenses	26,791.	
c Gain or (loss)	110,296.	

		(A)	(B)	(C)	(D)
d Net gain or (loss)	▶	110,296.			110,296.
8 a Gross income from fundraising events (not including $ 92,995. of contributions reported on line 1c). See Part IV, line 18	a 34,210.				
b Less: direct expenses	b 34,356.				
c Net income or (loss) from fundraising events	▶	-146.			-146.
9 a Gross income from gaming activities. See Part IV, line 19	a				
b Less: direct expenses	b				
c Net income or (loss) from gaming activities	▶				
10 a Gross sales of inventory, less returns and allowances	a 7,478,148.				
b Less: cost of goods sold	b 2,950,950.				
c Net income or (loss) from sales of inventory	▶	4,527,198.	4,527,198.		
Miscellaneous Revenue	Business Code				
11 a MISC	900099	35,888.	35,888.		
b					
c					
d All other revenue					
e **Total.** Add lines 11a-11d	▶	35,888.			
12 **Total revenue.** See instructions.	▶	5,742,664.	4,917,671.	0.	298,687.

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Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response to any question in this Part IX ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to governments and organizations in the United States. See Part IV, line 21				
2 Grants and other assistance to individuals in the United States. See Part IV, line 22	89,117.	89,117.		
3 Grants and other assistance to governments, organizations, and individuals outside the United States. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	335,773.	136,159.	174,931.	24,683.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	2,357,936.	1,861,706.	281,348.	214,882.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	275,844.	172,274.	67,913.	35,657.
9 Other employee benefits	237,080.	148,065.	58,369.	30,646.
10 Payroll taxes	251,783.	157,247.	61,989.	32,547.
11 Fees for services (non-employees):				
a Management				
b Legal	13,100.		13,100.	
c Accounting	20,000.		20,000.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)	236,832.	212,381.	23,126.	1,325.
12 Advertising and promotion				
13 Office expenses	314,784.	270,283.	29,173.	15,328.
14 Information technology				
15 Royalties				
16 Occupancy	428,746.	415,819.	9,476.	3,451.
17 Travel	162,062.	146,218.	7,942.	7,902.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	77,854.	61,802.	15,724.	328.
20 Interest	191,062.	162,094.	21,235.	7,733.
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	437,889.	413,283.	18,037.	6,569.
23 Insurance	159,588.	126,075.	23,938.	9,575.
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a OUTSIDE PRINTING, SUBSC	91,762.	68,677.	9,329.	13,756.
b RECRUITMENT	78,490.	74,147.	2,042.	2,301.
c EQUIPMENT RENTAL & MAIN	75,254.	59,451.	11,288.	4,515.
d INVESTMENT EXPENSES/BAN	56,496.	16,545.	38,088.	1,863.
e All other expenses	33,463.	26,052.	3,736.	3,675.
25 **Total functional expenses.** Add lines 1 through 24e	5,924,915.	4,617,395.	890,784.	416,736.
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ▶ ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response to any question in this Part X [ ]

			(A) Beginning of year		(B) End of year
Assets	1	Cash - non-interest-bearing		1	
	2	Savings and temporary cash investments	633,855.	2	204,440.
	3	Pledges and grants receivable, net	257,078.	3	328,607.
	4	Accounts receivable, net	34,684.	4	47,322.
	5	Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L		5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instr). Complete Part II of Sch L		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sale or use	77,027.	8	65,116.
	9	Prepaid expenses and deferred charges	27,359.	9	22,159.
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a 17,090,051.			
	b	Less: accumulated depreciation — 10b 6,827,497.	10,610,664.	10c	10,262,554.
	11	Investments - publicly traded securities	6,573,143.	11	7,202,649.
	12	Investments - other securities. See Part IV, line 11		12	
	13	Investments - program-related. See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets. See Part IV, line 11	92,428.	15	10,000.
	16	**Total assets.** Add lines 1 through 15 (must equal line 34)	18,306,238.	16	18,142,847.
Liabilities	17	Accounts payable and accrued expenses	112,325.	17	160,034.
	18	Grants payable		18	
	19	Deferred revenue	27,744.	19	94,956.
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D	73,036.	21	4,602.
	22	Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L		22	
	23	Secured mortgages and notes payable to unrelated third parties	3,758,127.	23	3,505,102.
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D	3,504.	25	3,504.
	26	**Total liabilities.** Add lines 17 through 25	3,974,736.	26	3,768,198.
Net Assets or Fund Balances		**Organizations that follow SFAS 117 (ASC 958), check here ▶ [X] and complete lines 27 through 29, and lines 33 and 34.**			
	27	Unrestricted net assets	11,232,732.	27	11,008,492.
	28	Temporarily restricted net assets	694,471.	28	712,116.
	29	Permanently restricted net assets	2,404,299.	29	2,654,041.
		Organizations that do not follow SFAS 117 (ASC 958), check here ▶ [ ] and complete lines 30 through 34.			
	30	Capital stock or trust principal, or current funds		30	
	31	Paid-in or capital surplus, or land, building, or equipment fund		31	
	32	Retained earnings, endowment, accumulated income, or other funds		32	
	33	Total net assets or fund balances	14,331,502.	33	14,374,649.
	34	Total liabilities and net assets/fund balances	18,306,238.	34	18,142,847.

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response to any question in this Part XI [X]

1	Total revenue (must equal Part VIII, column (A), line 12)	1	5,742,664.
2	Total expenses (must equal Part IX, column (A), line 25)	2	5,924,915.
3	Revenue less expenses. Subtract line 2 from line 1	3	-182,251.
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	14,331,502.
5	Net unrealized gains (losses) on investments	5	34,111.
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	191,287.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	14,374,649.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response to any question in this Part XII [X]

			Yes	No
1	Accounting method used to prepare the Form 990: [ ] Cash [X] Accrual [ ] Other ________ If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a		X
	If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: [ ] Separate basis [ ] Consolidated basis [ ] Both consolidated and separate basis			
b	Were the organization's financial statements audited by an independent accountant?	2b	X	
	If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: [X] Separate basis [ ] Consolidated basis [ ] Both consolidated and separate basis			
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	2c	X	
	If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits	3b		

SCHEDULE A
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.
▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

OMB No. 1545-0047
2012
Open to Public Inspection

Name of the organization GIRL SCOUTS OF KENTUCKIANA, INC.
Employer identification number 61-0444698

Part I **Reason for Public Charity Status** (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 11, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E.)
3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: ____
5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)
6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
9 ☐ An organization that normally receives: (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions - subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)
10 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**
11 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2). See **section 509(a)(3).** Check the box that describes the type of supporting organization and complete lines 11e through 11h.

a ☐ Type I b ☐ Type II c ☐ Type III - Functionally integrated d ☐ Type III - Non-functionally integrated

e ☐ By checking this box, I certify that the organization is not controlled directly or indirectly by one or more disqualified persons other than foundation managers and other than one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2).

f If the organization received a written determination from the IRS that it is a Type I, Type II, or Type III supporting organization, check this box ☐

g Since August 17, 2006, has the organization accepted any gift or contribution from any of the following persons?

		Yes	No
(i) A person who directly or indirectly controls, either alone or together with persons described in (ii) and (iii) below, the governing body of the supported organization?	11g(i)		
(ii) A family member of a person described in (i) above?	11g(ii)		
(iii) A 35% controlled entity of a person described in (i) or (ii) above?	11g(iii)		

h Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-9 above or IRC section (see instructions))	(iv) Is the organization in col. (i) listed in your governing document? Yes	No	(v) Did you notify the organization in col. (i) of your support? Yes	No	(vi) Is the organization in col. (i) organized in the U.S.? Yes	No	(vii) Amount of monetary support
Total									

Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) 2012	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	794,406.	691,131.	492,945.	534,223.	478,365.	2,991,070.
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3	794,406.	691,131.	492,945.	534,223.	478,365.	2,991,070.
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						3,295.
6 **Public support.** Subtract line 5 from line 4.						2,987,775.

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) 2012	(f) Total
7 Amounts from line 4	794,406.	691,131.	492,945.	534,223.	478,365.	2,991,070.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	175,758.	147,514.	95,959.	124,733.	175,227.	719,191.
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.)						
11 **Total support.** Add lines 7 through 10						3,710,261.

12 Gross receipts from related activities, etc. (see instructions) ..... 12 | 38,444,779.

13 **First five years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ..... ▶ ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2012 (line 6, column (f) divided by line 11, column (f)) ..... 14 | 80.53 %

15 Public support percentage from 2011 Schedule A, Part II, line 14 ..... 15 | 75.21 %

16a **33 1/3% support test - 2012.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ..... ▶ ☒

b **33 1/3% support test - 2011.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ..... ▶ ☐

17a **10% -facts-and-circumstances test - 2012.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and **stop here.** Explain in Part IV how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ..... ▶ ☐

b **10% -facts-and-circumstances test - 2011.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and **stop here.** Explain in Part IV how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ..... ▶ ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ..... ▶ ☐

Part III **Support Schedule for Organizations Described in Section 509(a)(2)**

(Complete only if you checked the box on line 9 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) 2012	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) 2012	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First five years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ▶ ☐

Section C. Computation of Public Support Percentage

15	Public support percentage for 2012 (line 8, column (f) divided by line 13, column (f))	15	%
16	Public support percentage from 2011 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2012** (line 10c, column (f) divided by line 13, column (f))	17	%
18	Investment income percentage from **2011** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests - 2012.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☐

b **33 1/3% support tests - 2011.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ▶ ☐

Schedule A Identification of Excess Contributions Included on Part II, Line 5 2012

** Do Not File **

*** Not Open to Public Inspection ***

Contributor's Name	Total Contributions	Excess Contributions
KELLOGG COMPANY	77,500.	3,295.

Total Excess Contributions to Schedule A, Part II, Line 5 .... 3,295.

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

▶ Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
▶ Attach to Form 990. ▶ See separate instructions.

OMB No. 1545-0047

2012

Open to Public Inspection

Name of the organization: GIRL SCOUTS OF KENTUCKIANA, INC.

Employer identification number: 61-0444698

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate contributions to (during year)		
3	Aggregate grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements.

Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

- ☐ Preservation of land for public use (e.g., recreation or education)
- ☐ Protection of natural habitat
- ☐ Preservation of open space
- ☐ Preservation of an historically important land area
- ☐ Preservation of a certified historic structure

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

			Held at the End of the Tax Year
a	Total number of conservation easements	2a	
b	Total acreage restricted by conservation easements	2b	
c	Number of conservation easements on a certified historic structure included in (a)	2c	
d	Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶ ______

4 Number of states where property subject to conservation easement is located ▶ ______

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, and enforcing conservation easements during the year ▶ ______

7 Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year ▶ $ ______

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenues included in Form 990, Part VIII, line 1 ▶ $ ______

(ii) Assets included in Form 990, Part X ▶ $ ______

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items:

a Revenues included in Form 990, Part VIII, line 1 ▶ $ ______

b Assets included in Form 990, Part X ▶ $ ______

Part III | Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply):

a ☐ Public exhibition
b ☐ Scholarly research
c ☐ Preservation for future generations
d ☐ Loan or exchange programs
e ☐ Other ____

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV | Escrow and Custodial Arrangements. Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☒ No

b If "Yes," explain the arrangement in Part XIII and complete the following table:

		Amount
c Beginning balance	1c	73,036.
d Additions during the year	1d	
e Distributions during the year	1e	68,434.
f Ending balance	1f	4,602.

2a Did the organization include an amount on Form 990, Part X, line 21? ☒ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided in Part XIII ☐

Part V | Endowment Funds. Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance	2,404,299.	2,371,822.	2,252,769.	2,004,012.	1,994,133.
b Contributions	141,639.	198,838.	8,474.	12,540.	9,879.
c Net investment earnings, gains, and losses	108,103.	-166,361.	110,579.	236,217.	
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance	2,654,041.	2,404,299.	2,371,822.	2,252,769.	2,004,012.

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

a Board designated or quasi-endowment ▶ ____ %

b Permanent endowment ▶ 100.00 %

c Temporarily restricted endowment ▶ ____ %

The percentages in lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) unrelated organizations	3a(i)	X	
(ii) related organizations	3a(ii)		X
b If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI | Land, Buildings, and Equipment. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		1,844,252.		1,844,252.
b Buildings		12,896,251.	4,916,542.	7,979,709.
c Leasehold improvements				
d Equipment		2,349,548.	1,910,955.	438,593.
e Other				
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, column (B), line 10(c).)* ▶				10,262,554.

Part VII Investments - Other Securities. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
(I)		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 12.) ▶		

Part VIII Investments - Program Related. See Form 990, Part X, line 13.

(a) Description of investment type	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
(10)		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 13.) ▶		

Part IX Other Assets. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 15.)* ▶	

Part X Other Liabilities. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) SECURITY DEPOSIT	3,504.
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
(11)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 25.)* ▶	3,504.

2. FIN 48 (ASC 740) Footnote. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740). Check here if the text of the footnote has been provided in Part XIII [X]

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

1	Total revenue, gains, and other support per audited financial statements			1	6,001,356.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains on investments	2a	34,111.		
b	Donated services and use of facilities	2b	33,294.		
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d	191,287.		
e	Add lines **2a** through **2d**			2e	258,692.
3	Subtract line **2e** from line **1**			3	5,742,664.
4	Amounts included on Form 990, Part VIII, line 12, but not on line **1**:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	0.
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*			5	5,742,664.

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

1	Total expenses and losses per audited financial statements			1	5,958,209.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a	33,294.		
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	33,294.
3	Subtract line **2e** from line **1**			3	5,924,915.
4	Amounts included on Form 990, Part IX, line 25, but not on line **1**:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	0.
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*			5	5,924,915.

Part XIII Supplemental Information

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

PART IV, LINE 1B: COLLECT MEMBERSHIP DUES AND REMIT THEM TO THE NATIONAL ORGANIZATION, GIRL SCOUTS USA

PART V, LINE 4: TO PROVIDE GENERAL OPERATING SUPPORT TO THE ORGANIZATION'S VARIOUS PROGRAMS THAT BUILD COURAGE, CONFIDENCE AND CHARACTER IN OUR MEMBERS.

PART X, LINE 2: MANAGEMENT HAS CONCLUDED THAT ANY TAX POSITIONS THAT

Part XIII Supplemental Information *(continued)*

WOULD NOT MEET THE MORE-LIKELY-THAN-NOT CRITERION OF FASB ASC 740-10 WOULD BE IMMATERIAL TO THE FINANCIAL STATEMENTS TAKEN AS A WHOLE. ACCORDINGLY, THE ACCOMPANYING FINANCIAL STATEMENTS DO NOT INCLUDE ANY PROVISION FOR UNCERTAIN TAX POSITIONS, AND NO RELATED INTEREST OR PENALTIES HAVE BEEN RECORDED IN THE OPERATING STATEMENT OR ACCRUED IN THE BALANCE SHEET. FEDERAL AND STATE TAX RETURNS OF THE ENTITY ARE GENERALLY OPEN TO EXAMINATION BY THE RELEVANT TAXING AUTHORITIES FOR A PERIOD OF THREE YEARS FROM THE DATE THE RETURNS ARE FILED.

PART XI, LINE 2D - OTHER ADJUSTMENTS:

CHANGE IN VALUE OF PERPETUAL TRUSTS

SCHEDULE G (Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information Regarding Fundraising or Gaming Activities

Complete if the organization answered "Yes" to Form 990, Part IV, lines 17, 18, or 19, or if the organization entered more than $15,000 on Form 990-EZ, line 6a.
▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

OMB No. 1545-0047

2012

Open To Public Inspection

Name of the organization: GIRL SCOUTS OF KENTUCKIANA, INC.

Employer identification number 61-0444698

Part I **Fundraising Activities.** Complete if the organization answered "Yes" to Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.

a ☐ Mail solicitations
b ☐ Internet and email solicitations
c ☐ Phone solicitations
d ☐ In-person solicitations
e ☐ Solicitation of non-government grants
f ☐ Solicitation of government grants
g ☐ Special fundraising events

2 a Did the organization have a written or oral agreement with any individual (including officers, directors, trustees or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? ☐ **Yes** ☐ **No**

b If "Yes," list the ten highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least $5,000 by the organization.

(i) Name and address of individual or entity (fundraiser)	(ii) Activity	(iii) Did fundraiser have custody or control of contributions? Yes	No	(iv) Gross receipts from activity	(v) Amount paid to (or retained by) fundraiser listed in col. (i)	(vi) Amount paid to (or retained by) organization
Total ▶						

3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

LHA **Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.** **Schedule G (Form 990 or 990-EZ) 2012**

232081
01-07-13

Part II **Fundraising Events.** Complete if the organization answered "Yes" to Form 990, Part IV, line 18, or reported more than $15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than $5,000.

		(a) Event #1 GOLF TOURNAMENTS (event type)	(b) Event #2 DESSERTS FIRST (event type)	(c) Other events 3 (total number)	(d) Total events (add col. (a) through col. (c))
Revenue	1 Gross receipts	23,442.	72,226.	31,537.	127,205.
	2 Less: Contributions	19,058.	42,400.	31,537.	92,995.
	3 Gross income (line 1 minus line 2)	4,384.	29,826.		34,210.
Direct Expenses	4 Cash prizes				
	5 Noncash prizes				
	6 Rent/facility costs	5,744.	7,440.		13,184.
	7 Food and beverages	780.		6,991.	7,771.
	8 Entertainment				
	9 Other direct expenses	98.	7,563.	17,500.	25,161.
	10 Direct expense summary. Add lines 4 through 9 in column (d) ▶				(46,116.)
	11 Net income summary. Combine line 3, column (d), and line 10 ▶				-11,906.

Part III **Gaming.** Complete if the organization answered "Yes" to Form 990, Part IV, line 19, or reported more than $15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
Revenue	1 Gross revenue				
Direct Expenses	2 Cash prizes				
	3 Noncash prizes				
	4 Rent/facility costs				
	5 Other direct expenses				
	6 Volunteer labor	☐ Yes ____ % ☐ No	☐ Yes ____ % ☐ No	☐ Yes ____ % ☐ No	
	7 Direct expense summary. Add lines 2 through 5 in column (d) ▶				( )
	8 Net gaming income summary. Combine line 1, column d, and line 7 ▶				

9 Enter the state(s) in which the organization operates gaming activities: ______

a Is the organization licensed to operate gaming activities in each of these states? ☐ Yes ☐ No

b If "No," explain: ______

10a Were any of the organization's gaming licenses revoked, suspended or terminated during the tax year? ☐ Yes ☐ No

b If "Yes," explain: ______

11 Does the organization operate gaming activities with nonmembers? ☐ Yes ☐ No

12 Is the organization a grantor, beneficiary or trustee of a trust or a member of a partnership or other entity formed to administer charitable gaming? ☐ Yes ☐ No

13 Indicate the percentage of gaming activity operated in:

a The organization's facility 13a %

b An outside facility 13b %

14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name ▶

Address ▶

15a Does the organization have a contract with a third party from whom the organization receives gaming revenue? ☐ Yes ☐ No

b If "Yes," enter the amount of gaming revenue received by the organization ▶ $ ______ and the amount of gaming revenue retained by the third party ▶ $ ______

c If "Yes," enter name and address of the third party:

Name ▶

Address ▶

16 Gaming manager information:

Name ▶

Gaming manager compensation ▶ $

Description of services provided ▶

☐ Director/officer ☐ Employee ☐ Independent contractor

17 Mandatory distributions:

a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license? ☐ Yes ☐ No

b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year ▶ $

Part IV **Supplemental Information.** Complete this part to provide the explanations required by Part I, line 2b, columns (iii) and (v), and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also complete this part to provide any additional information (see instructions).

SCHEDULE I
(Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" to Form 990, Part IV, line 21 or 22.
▶ Attach to Form 990.

OMB No. 1545-0047
2012
Open to Public Inspection

Name of the organization: GIRL SCOUTS OF KENTUCKIANA, INC.
Employer identification number 61-0444698

Part I **General Information on Grants and Assistance**

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☐ Yes ☒ No

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II **Grants and Other Assistance to Governments and Organizations in the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 21, for any recipient that received more than $5,000. Part II can be duplicated if additional space is needed.

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶

3 Enter total number of other organizations listed in the line 1 table ▶

LHA **For Paperwork Reduction Act Notice, see the Instructions for Form 990.** **Schedule I (Form 990) (2012)**

232101
12-18-12

Part III **Grants and Other Assistance to Individuals in the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 22. Part III can be duplicated if additional space is needed.

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of non-cash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of non-cash assistance
SCHOLARSHIP FOR HIGH SCHOOL SENIOR GIRL SCOUTS FURTHERING THEIR EDUCATION.	25	12,500.	0.		
FINANCIAL ASSISTANCE FOR MEMBERSHIP, CAMPS, EVENTS AND TRAVEL	5513	76,617.	0.		

Part IV **Supplemental Information.** Complete this part to provide the information required in Part I, line 2, Part III, column (b), and any other additional information.

SCHEDULE O (Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.
▶ Attach to Form 990 or 990-EZ.

OMB No. 1545-0047
2012
Open to Public Inspection

Name of the organization: GIRL SCOUTS OF KENTUCKIANA, INC.
Employer identification number: 61-0444698

FORM 990, PART I, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:
PLACE. GIRL SCOUTS OF KENTUCKIANA ADVOCATES FOR ALL GIRLS AND HELPS THEM BUILD CHARACTER AND GAIN SKILLS FOR SUCCESS IN LIFE. IN PARTNERSHIP WITH COMMITTED ADULTS AND COMMUNITIES, WE INSPIRE GIRLS TO DEVELOP STRONG VALUES, LEADERSHIP SKILLS, SOCIAL CONSCIENCE AND CONVICTION ABOUT THEIR OWN POTENTIAL AND SELF-WORTH.

FORM 990, PART VI, SECTION A, LINE 1: THE EXECUTIVE COMMITTEE SHALL HAVE, AND MAY EXERCISE, THE POWERS OF THE BOARD IN THE INTERIM BETWEEN BOARD MEETINGS, EXCEPT THAT THE EXECUTIVE COMMITTEE SHALL NOT HAVE THE POWER TO ADOPT THE BUDGET, OR TO TAKE ANY ACTION WHICH IS CONTRARY TO, OR A SUBSTANTIAL DEPARTURE FROM, THE DIRECTION ESTABLISHED BY THE BOARD, OR WHICH REPRESENTS A MAJOR CHANGE IN THE AFFAIRS, BUSINESS OR POLICY OF THE COUNCIL.

FORM 990, PART VI, SECTION B, LINE 11: A COPY OF THE 990, AFTER REVIEW BY THE INTERNAL STAFF, WAS PROVIDED TO THE FINANCE AND AUDIT COMMITTEES FOR REVIEW AND A RECOMMENDATION OF APPROVAL TO THE BOARD OR THE BOARD'S EXECUTIVE COMMITTEE FOR FINAL APPROVAL. AN APROVED COPY OF THE 990 IS MADE AVAILABLE TO ALL BOARD MEMBERS PRIOR TO FILING THIS FORM WITH THE IRS.

FORM 990, PART VI, SECTION B, LINE 12C: MEMBERS OF THE BOARD OF DIRECTORS SIGN CONFLICT OF INTEREST DISCLOSURE STATEMENTS ANNUALLY. AS A CONDITION OF EMPLOYMENT, ALL EMPLOYEES ARE ALSO REQUIRED TO COMPLETE SUCH A DISCLOSURE UPON HIRE. SHOULD A CONFLICT BE DISCLOSED, THE PERSON WITH THE CONFLICT MUST LEAVE THE ROOM AND NOT PARTICIPATE IN ANY DISCUSSIONS OR

Name of the organization: GIRL SCOUTS OF KENTUCKIANA, INC.

Employer identification number: 61-0444698

VOTES CONCERNING THE MATTER. THE MINUTES OF THE MEETING MUST REFLECT THE DISCLOSURE OF THE CONFLICT OF INTEREST AND THAT THE CONFLICTED PARTY WAS REMOVED AND DID NOT PARTICIPATE IN DISCUSSION OR VOTING. IF THERE IS A QUESTION AS TO THE EXISTENCE OF A CONFLICT OF INTEREST, THE INDIVIDUAL WITH THE POTENTIAL CONFLICT MUST BE REMOVED FROM THE DISCUSSION AND VOTING ON WHETHER OR NOT A CONFLICT OF INTEREST EXISTS.

FORM 990, PART VI, SECTION B, LINE 15A: BASE SALARY DETERMINED BY THE BOARD OF DIRECTORS BASED ON GUIDELINES PROVIDED BY GSUSA FOR THE SIZE, LOCATION, DEMOGRAPHICS, ETC. OF THE COUNCIL. INCREASES ARE DETERMINED BY A BOARD APPRAISAL COMMITTEE. DOCUMENTATION FROM GSUSA ON SALARY COMPARABLES IS ON FILE IN THE COUNCIL OFFICE.

FORM 990, PART VI, SECTION C, LINE 18: THROUGH THE IRS, OUR FORM 990 IS AVAILABLE FOR VIEWING THROUGH GUIDESTAR.ORG. WE ALSO MAKE OUR FORM 990 AND OTHER APPLICABLE FORMS AVAILABLE UPON REQUEST DURING NORMAL BUSINESS HOURS.

FORM 990, PART VI, SECTION C, LINE 19: ANY OF THE ORGANIZATION'S DOCUMENTS, POLICIES AND FINANCIAL STATEMENTS ARE AVAILABLE UPON REQUEST.

FORM 990, PART XI, LINE 9, CHANGES IN NET ASSETS:

CHANGE IN VALUE OF PERPETUAL TRUSTS 191,287.

THE PROCEDURES HAVE NOT CHANGED SINCE PREVIOUS FILINGS OF FORM 990.

SCHEDULE R
(Form 990)
Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

▶ Complete if the organization answered "Yes" to Form 990, Part IV, line 33, 34, 35, 36, or 37.
▶ Attach to Form 990. ▶ See separate instructions.

OMB No. 1545-0047
2012
Open to Public Inspection

Name of the organization: GIRL SCOUTS OF KENTUCKIANA, INC.

Employer identification number: 61-0444698

Part I **Identification of Disregarded Entities** (Complete if the organization answered "Yes" to Form 990, Part IV, line 33.)

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
GIRL SCOUTS LEXINGTON ROAD, LLC 2115 LEXINGTON ROAD LOUISVILLE, KY 40206	OWNS REAL ESTATE, SITE OF HEADQUARTERS	KENTUCKY		2,655,477.	GIRL SCOUTS OF KENTUCKIANA, INC.

Part II **Identification of Related Tax-Exempt Organizations** (Complete if the organization answered "Yes" to Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity? Yes	No

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule R (Form 990) 2012

232161
12-10-12 LHA

Part III **Identification of Related Organizations Taxable as a Partnership** (Complete if the organization answered "Yes" to Form 990, Part IV, line 34 because it had one or more related organizations treated as a partnership during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations? Yes	(h) No	(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) No	(k) Percentage ownership

Part IV **Identification of Related Organizations Taxable as a Corporation or Trust** (Complete if the organization answered "Yes" to Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity? Yes	(i) No

ARTICLES OF INCORPORATION OF GIRL SCOUTS OF KENTUCKIANA, INC.

Article II of the corporation's Articles of Incorporation are hereby amended. The text of the amended article is as set forth below. The amendment was adopted by a 2/3 vote of the members present and voting at a duly called meeting thereof, at which a quorum was present, held on April 8, 2006.

Article I -Name and Duration

1. Effective as of the filing of these articles with the Kentucky Secretary of State; the name of the corporation ("Council") shall be Girl Scouts of Kentuckiana, Inc.

2. The existence of the Council shall be perpetual.

Article II- Purpose

The specific and primary purpose for which this Council is formed is to offer girls residing within its jurisdiction an opportunity to participate in the Girl Scout program, in accordance with the purpose of the Girl Scout movement in the United States of America, which is to build girls of courage, confidence and character, who make the world a better place, and to that end to develop, manage, and maintain Girl Scouting throughout the area of its jurisdiction, in such manner and subject to such limitations as prescribed by the Constitution, bylaws; and policies of Girl Scouts *of* the United States of America, and by the terms of the charter granted to this Council by Girl Scouts of the United States of America.

The purpose for which the Council is formed is exclusively charitable and educational as contemplated by Section 501 (c)(3) of the" Internal Revenue Code of 1986 as amended from time to time (the "Code"). Any references herein to any provision of such Code shall be deemed to mean such provision as now or hereafter existing, amended, supplemented, or superseded, as the case may be.

Article III - Powers

The powers of the Council shall include the powers:

1. To collect, receive, borrow and hold money and to acquire property, real and personal, as may be reasonably necessary for the carrying out of the purposes of the Council, and to distribute funds held or raised by it, in accordance with the provisions of the By-laws of the Council as adopted from time to time.

2. To hire, lease, buy, inherit, or otherwise acquire and hold land, buildings, equipment, or other real or personal property; to build, construct, operate, and manage the said property; and to rent, lease, mortgage, or sell all or part of such real or personal property acquired by said Council.

3. To do, perform, and supervise any and all things in furtherance of the general purpose herein before expressed and not inconsistent with the laws of the Commonwealth of Kentucky upon Councils formed under the laws pursuant to, and under which, this Council is formed, as such laws are now in effect and may at any time hereafter be enacted or amended.

4. The foregoing enumeration of powers shall not be construed as a limitation of powers, and the Council shall have every right and power, which is or could be acquired by or granted to a not-for-profit Council organized under the laws of the Commonwealth of Kentucky.

5. The above-mentioned powers of the Council shall be carried out so as to serve the members within its jurisdiction. Its jurisdiction shall be the same as that defined in its charter granted by the Girl Scouts of the U.S.A.

Article IV - Principal Office

The mailing address of the principal office of the Council shall be P. O. Box 32335, Louisville, Kentucky 40232-2335, or such other place as determined by the board of directors which determination shall be communicated by a notice signed by the president or executive director of the Council and properly filed with the Secretary of State of Kentucky.

Article V - Registered Office and Agent

The registered office of the Council shall be 2115 Lexington Road, Louisville, Kentucky 40206, or such other place as determined by the board of directors which determination shall be communicated by it notice signed by the president or executive director of the Council and properly filed with the Secretary of State .of Kentucky. The registered agent shall be Lynda Alexander, a resident of the Commonwealth of Kentucky whose, business office is the registered office of the Council *or* such other person or Council or limited liability company, as determined by the board of directors which determination shall be communicated by a notice signed by the president or executive director of the Council and properly filed with the Secretary of State Kentucky.

Article VI - Directors and Members

The Council shall have such directors and members and they shall have such meetings at such places, times.and upon such notice as provided in the bylaws of the Council, or if no such provision is made in such bylaws, then as provided by KRS 273.010 et seq., as amended from time to time.

Article VII -Assets and Earnings

None of the assets or earnings of the Council shall be paid or accrued for the benefit of its members, directors, officers, or employees, or any other individual, whether before, upon or after dissolution or liquidation, except as reasonable compensation for services rendered, property transferred, or as reimbursement for expenses incurred in conducting the affairs off the Council.

Article VIII - Dissolution

In the event of the dissolution or liquidation of the Council, after all liabilities and obligations of the Council have been paid, satisfied or discharged, or adequate provision made thereof, all remaining property and assets of the Council shall be distributed, conveyed, assigned or transferred to organizations which are chartered or licensed by Girl Scouts of the U.S.A., are organized and operated exclusively for educational or charitable purposes as contemplated by Section 501(c)(3) of the Internal Revenue Code, or such remaining assets shall be placed in trust with Girl Scouts of the U.S.A. for the benefit of Girl Scouting pending the inclusion of the jurisdiction of the Council in the jurisdiction of another Girl Scout council.

Article IX – Indemnification of Directors and Officers

Every past, present and future director and officer of this Council, and their respective heirs, executors, administrators, and estates, shall be indemnified by this Council against all costs, expenses and amounts of liability therefor, including counsel fees, reasonably incurred by or imposed upon them in connection with or resulting from any action, suit, proceeding or claim to which they may be made a party, or in which they may be or become involved by reason of their acts of omission or commission, or alleged acts of omission or commission as such director or officer, and, subject to the provisions hereof, any settlement thereof, whether or not they continue to be such director or officer at the time of incurring such costs, expenses or amounts, and whether or not the action or omission to act on the part of such director or officer, which is the basis of such suit, action, proceeding or claim, occurred before or after the adoption of this; provided however, that such indemnification shall not apply with respect to any matter as to which such director or officer shall be formally adjudged in such action, suit or proceeding to have been individually guilty of willful misfeasance or malfeasance in the performance of its, his or her duty as such director or officer; and provided, further that the indemnification herein provided shall, with respect to any settlement of any such suit, action, proceeding or claim include reimbursement of only such settlement amounts and any amounts paid and expenses reasonably incurred in settling any such suit, action, proceeding or claim, when in the judgment of the board of directors of this Council, such settlement and reimbursement appear to be for the best interests of this Council. The foregoing right of indemnification shall be in addition to and not exclusive of any and all other rights as to which any such director or officer may be entitled by law or under any agreement.

The board of directors may, in the Council's name or in the name of any officer or director, obtain and pay for such insurance as will protect the Council from the obligations and expenses herein assumed.

Article X - Amendments

These articles may be amended by a majority of the voting members present at a duly called meeting of the Council at which a quorum is present, provided that the proposed amendment shall have been included in the notice of the meeting.

Amended and Restated Articles of Incorporation were adopted by the members of the Council by a 2/3 vote of the members present and voting at a duly called meeting thereof, at which a quorum was present, held on April 15, 2000.

These Amended and Restated Articles of Incorporation were adopted by members of the Council by a 2/3 vote of the members present and voting at a duly called meeting thereof, at which a quorum was present, held on April 8, 2006. These Amended and Restated Articles of Incorporation supersede the original Articles of Incorporation and all amendments thereto in their entirety.

Pernella Saltsman

Pernella (Penny) Saltsman, Secretary
Girl Scouts of Kentuckiana, Inc.

Document No.: DN2010142464
Lodged By: GIRL SCOUTS
Recorded On: 10/15/2010 09:14:35
Total Fees: 14.00
Transfer Tax: .00
County Clerk: BOBBIE HOLSCLAW-JEFF CO KY
Deputy Clerk: AMAGHO

END OF DOCUMENT

Form **W-9**
(Rev. October 2007)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Give form to the requester. Do not send to the IRS.

Print or type
See Specific Instructions on page 2.

Name (as shown on your income tax return)
Girl Scouts of Kentuckiana, Inc.

Business name, if different from above

Check appropriate box: ☐ Individual/Sole proprietor ☑ Corporation ☐ Partnership ☐ Exempt payee
☐ Limited liability company. Enter the tax classification (D=disregarded entity, C=corporation, P=partnership) ▶ ......
☐ Other (see instructions) ▶

Address (number, street, and apt. or suite no.)
2115 Lexington Road

Requester's name and address (optional)

City, state, and ZIP code
Louisville, KY 40206

List account number(s) here (optional)

Part I **Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on Line 1 to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number

or

Employer identification number
61 | 0444698

Part II **Certification**

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
3. I am a U.S. citizen or other U.S. person (defined below).

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. See the instructions on page 4.

Sign Here Signature of U.S. person ▶ [signature] Date ▶ 11/27/2013

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Purpose of Form

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),

2. Certify that you are not subject to backup withholding, or

3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

Note. If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.

The person who gives Form W-9 to the partnership for purposes of establishing its U.S. status and avoiding withholding on its allocable share of net income from the partnership conducting a trade or business in the United States is in the following cases:

- The U.S. owner of a disregarded entity and not the entity,

Girl Scouts of Kentuckiana 2013 Cadette Series Survey PRE

Instructions:. Please rate how you feel in the following situations. Remember, there are no "right" or "wrong" answers. For each question, mark only one answer.	Not at All Comfortable	A Little Comfortable	Comfortable	Very Comfortable	Extremely Comfortable
1. How comfortable are you with making new friends?	☐	☐	☐	☐	☐
2. How comfortable are you with doing something that looks hard?	☐	☐	☐	☐	☐
3. How comfortable are you with asking questions when you don't understand something?	☐	☐	☐	☐	☐
4. How comfortable are you with trying new things?	☐	☐	☐	☐	☐
5. How comfortable are you with learning about new people, places or things?	☐	☐	☐	☐	☐
6. How comfortable are you with speaking up about things that are not fair for girls, even if no one else agrees.	☐	☐	☐	☐	☐
7. How comfortable are you with treating people who are different from you with respect?	☐	☐	☐	☐	☐
8. How comfortable are you with asking for help when you are having problems with a friendship or relationship?	☐	☐	☐	☐	☐
9. How comfortable are you with standing up for yourself when you are feeling uncomfortable in a friendship or relationship?	☐	☐	☐	☐	☐
10. How comfortable are you with organizing a group to reach its goal?	☐	☐	☐	☐	☐
11. When kids who are different than you seem nervous or uneasy about participating in a group activity, how comfortable are you with making an extra effort to help them feel that they are part of the group?	☐	☐	☐	☐	☐
12. How comfortable are you with getting other people to share in doing a project that helps make your community and the world a better place?	☐	☐	☐	☐	☐
13. When you see that someone is being treated unfairly, how comfortable are you with saying or doing something to try and help that person?	☐	☐	☐	☐	☐

Instructions: Please rate how "likely" you are to do the following. Remember, there are no "right" or "wrong" answers. For each question, mark only one answer.	Not At All Likely	A Little Likely	Likely	Very Likely	Extremely Likely
14. How likely are you to achieve the goals that you have set for yourself?	☐	☐	☐	☐	☐
15. How likely are you to learn all you can about something before making a decision?	☐	☐	☐	☐	☐
16. How likely are you to have friendships with people who are different from you?	☐	☐	☐	☐	☐
17. How likely are you to say you are "sorry" if you hurt someone's feelings?	☐	☐	☐	☐	☐
18. How likely are you to take responsibility for your actions when you do something wrong?	☐	☐	☐	☐	☐
19. How likely are you to believe that you have many strengths because you are a girl?	☐	☐	☐	☐	☐
20. How likely are you to believe that because you are a girl, you can do anything you choose?	☐	☐	☐	☐	☐

24. I am in the ________ grade in school.

25. I am currently __________ years old.

26. I consider myself to be (Check all that apply):
   ___ Caucasian/White
   ___ African-American/Black
   ___ Hispanic
   ___ Asian/Asian-American
   ___ Other (please specify ______________________________

27. What is your First Name? ________________

28. What is the First Letter of your Last Name? _____

29 What is your Zip Code? ____________________

30. What is Today's Date? ____________________

Please put an X next to the statement that best describes you (Choose only one)

____ I have participated in a Girl Scout Series before.

____ This is my first time participating in Girl Scout Series program.

Girl Scouts of Kentuckiana 2013-14 Cadette Series Survey POST

Instructions:. Please rate how comfortable you feel in the following situations. Remember, there are no "right" or "wrong" answers. For each question, mark only one answer.	Not At All Comfortable	A Little Comfortable	Comfortable	Very Comfortable	Extremely Comfortable
1. How comfortable are you with making new friends?	☐	☐	☐	☐	☐
2. How comfortable are you with doing something that looks hard?	☐	☐	☐	☐	☐
3. How comfortable are you with asking questions when you don't understand something?	☐	☐	☐	☐	☐
4. How comfortable are you with trying new things?	☐	☐	☐	☐	☐
5. How comfortable are you with learning about new people, places or things?	☐	☐	☐	☐	☐
6. How comfortable are you with speaking up about things that are not fair for girls, even if no one else agrees.	☐	☐	☐	☐	☐
7. How comfortable are you with treating people who are different from you with respect?	☐	☐	☐	☐	☐
8. How comfortable are you with asking for help when you are having problems with a friendship or relationship?	☐	☐	☐	☐	☐
9. How comfortable are you with standing up for yourself when you are feeling uncomfortable in a friendship or relationship?	☐	☐	☐	☐	☐
10. How comfortable are you with organizing a group to reach its goal?	☐	☐	☐	☐	☐
11. When kids who are different than you seem nervous or uneasy about participating in a group activity, how comfortable are you with making an extra effort to help them feel that they are part of the group?	☐	☐	☐	☐	☐
12. How comfortable are you with getting other people to share in doing a project that helps make your community and the world a better place?	☐	☐	☐	☐	☐
13. When you see that someone is being treated unfairly, how comfortable are you with saying or doing something to try and help that person?	☐	☐	☐	☐	☐

Instructions: Please rate how "likely" you are to do the following. Remember, there are no "right" or "wrong" answers.	Not At All Likely	A Little Likely	Likely	Very Likely	Extremely Likely
14. How likely are you to achieve the goals that you have set for yourself?	☐	☐	☐	☐	☐
15. How likely are you to learn all you can about something before making a decision?	☐	☐	☐	☐	☐
16. How likely are you to have friendships with people who are different from you?	☐	☐	☐	☐	☐
17. How likely are you to say you are "sorry" if you hurt someone's feelings?	☐	☐	☐	☐	☐
18. How likely are you to take responsibility for your actions when you do something wrong?	☐	☐	☐	☐	☐
19. How likely are you to believe that you have many strengths because you are a girl?	☐	☐	☐	☐	☐
20. How likely are you to believe that because you are a girl, you can do anything you choose?	☐	☐	☐	☐	☐
21. How likely are you to participate in Girl Scout Series again in the future?	☐	☐	☐	☐	☐
22. How likely are you to tell your friends to join Girl Scouts?	☐	☐	☐	☐	☐
23. How likely are you to tell other Girls Scouts to participate in Girl Scout Series in the future?	☐	☐	☐	☐	☐

24. Did you enjoy your Girl Scout Series experience this year? Yes No

25. What was your FAVORITE part of this Series?

26. What was your LEAST FAVORITE part of this Series?

What is your First Name: ______________________________
What is the first letter of your Last Name? ____________________
What is your Zip Code: ______________________________

Today's Date is: ________________________________

FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REPORT

GIRL SCOUTS OF KENTUCKIANA, INC.

DECEMBER 31, 2012 AND 2011

CONTENTS

Anderson
Bryant
Lasky & Winslow
PSC

Founders & Principals
John D. Winslow, CPA
Barbara A. Lasky, CPA
Margaret H. Anderson, CPA
Ellis Bryant, CPA

943 South First Street
Louisville, KY 40203-2242

Providing timely, accurate, useful information to decision makers

INDEPENDENT AUDITOR'S REPORT

The Board of Directors
Girl Scouts of Kentuckiana, Inc.
Louisville, Kentucky

We have audited the accompanying financial statements of the Girl Scouts of Kentuckiana, Inc., (a not-for-profit organization) (the Council) which comprise the statements of financial position as of December 31, 2012 and 2011, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Girl Scouts of Kentuckiana, Inc. as of December 31, 2012 and 2011, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Anderson, Bryant, Kirby + Weinstein, P.S.C.

Louisville, Kentucky
February 25, 2013

STATEMENTS OF FINANCIAL POSITION
GIRL SCOUTS OF KENTUCKIANA, INC.
DECEMBER 31, 2012 AND 2011

	2012	2011
ASSETS		
Cash	$ 204,440	$ 633,855
Miscellaneous receivables	47,322	34,684
Unconditional promises to give, net	328,607	257,078
Prepaid expenses	22,159	27,359
Inventories	65,116	77,027
Investments	5,477,774	4,956,371
Beneficial interests in perpetual trusts	1,724,875	1,616,772
Cash restricted	10,000	92,428
Land, buildings and equipment, net	10,262,554	10,610,664
Total assets	**$ 18,142,847**	**$ 18,306,238**
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts payable and accrued expenses	$ 160,034	$ 112,325
Custodial funds	4,602	73,036
Deferred revenue	94,956	27,744
Security deposit	3,504	3,504
Long-term debt	3,505,102	3,758,127
Total liabilities	3,768,198	3,974,736
NET ASSETS		
Unrestricted		
Unrestricted	3,904,230	4,009,795
Board designated	346,810	370,400
Land, buildings and equipment, net	6,757,452	6,852,537
Total unrestricted	11,008,492	11,232,732
Temporarily restricted	712,116	694,471
Permanently restricted	2,654,041	2,404,299
Total net assets	14,374,649	14,331,502
Total liabilities and net assets	**$ 18,142,847**	**$ 18,306,238**

The accompanying notes are an integral part of these financial statements.

STATEMENTS OF ACTIVITIES
GIRL SCOUTS OF KENTUCKIANA, INC.
FOR THE YEARS ENDED DECEMBER 31, 2012 AND 2011

	2012				2011			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Public support								
Contributions/bequests/grants	$ 198,017	$ 138,709	$ 141,639	$ 478,365	$ 154,823	$ 159,106	$ 198,838	$ 512,767
Special events								
Gross revenue	127,205	-	-	127,205	193,289	-	-	193,289
Direct costs	(46,116)	-	-	(46,116)	(57,082)	-	-	(57,082)
Net special events	81,089	-	-	81,089	136,207	-	-	136,207
Total public support	279,106	138,709	141,639	559,454	291,030	159,106	198,838	648,974
Program related revenue								
Gross revenue	6,958,037	-	-	6,958,037	6,892,418	-	-	6,892,418
Direct costs	(2,627,288)	-	-	(2,627,288)	(2,542,664)	-	-	(2,542,664)
Net revenue	4,330,749	-	-	4,330,749	4,349,754	-	-	4,349,754
Camping and program fees	354,585	-	-	354,585	551,636	-	-	551,636
Total program related revenue	4,685,334	-	-	4,685,334	4,901,390	-	-	4,901,390
Other revenue								
Sales of merchandise	520,111	-	-	520,111	553,486	-	-	553,486
Direct costs	(323,662)	-	-	(323,662)	(343,176)	-	-	(343,176)
Net sales	196,449	-	-	196,449	210,310	-	-	210,310
Investment income (loss)	178,286	71,349	-	249,635	115,987	50,179	-	166,166
Unrealized gains (losses)	794	33,317	-	34,111	(64,888)	(44,578)	-	(109,466)
Change in value of perpetual trusts	83,184	-	108,103	191,287	85,865	-	(166,361)	(80,496)
Miscellaneous	85,086	-	-	85,086	96,239	-	-	96,239
Total other revenue	543,799	104,666	108,103	756,568	443,513	5,601	(166,361)	282,753
Total public support and revenue	5,508,239	243,375	249,742	6,001,356	5,635,933	164,707	32,477	5,833,117

STATEMENTS OF ACTIVITIES - CONTINUED
GIRL SCOUTS OF KENTUCKIANA, INC.
FOR THE YEARS ENDED DECEMBER 31, 2012 AND 2011

	2012				2011			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Total public support and revenue from previous page	5,508,239	243,375	249,742	6,001,356	5,635,933	164,707	32,477	5,833,117
Net assets released from restrictions								
Restrictions satisfied by payments	225,730	(225,730)	-	-	301,346	(301,346)	-	-
Total public support, revenue and reclassifications	5,733,969	17,645	249,742	6,001,356	5,937,279	(136,639)	32,477	5,833,117
Expenses								
Program services	4,625,149	-	-	4,625,149	4,971,502	-	-	4,971,502
Management and general	916,324	-	-	916,324	1,053,836	-	-	1,053,836
Fund raising	416,736	-	-	416,736	299,150	-	-	299,150
Total expenses	5,958,209	-	-	5,958,209	6,324,488	-	-	6,324,488
Increase (decrease) in net assets	(224,240)	17,645	249,742	43,147	(387,209)	(136,639)	32,477	(491,371)
Net assets at beginning of year	11,232,732	694,471	2,404,299	14,331,502	11,619,941	831,110	2,371,822	14,822,873
Net assets at end of year	$11,008,492	$ 712,116	$ 2,654,041	$14,374,649	$11,232,732	$ 694,471	$ 2,404,299	$14,331,502

The accompanying notes are an integral part of these financial statements.

STATEMENTS OF FUNCTIONAL EXPENSES
GIRL SCOUTS OF KENTUCKIANA, INC.
FOR THE YEARS ENDED DECEMBER 31, 2012 AND 2011

	2012				2011			
	Total	Program Services	Management and General	Fund Raising	Total	Program Services	Management and General	Fund Raising
Salaries:								
Professional	$ 1,853,284	$ 1,282,121	$ 355,186	$ 215,977	$ 2,028,009	$ 1,539,600	$ 335,739	$ 152,670
Clerical	482,917	366,252	93,077	23,588	378,305	189,623	165,651	23,031
Other	357,508	349,492	8,016	-	337,977	323,453	14,524	-
Employee benefits	512,924	320,339	126,282	66,303	562,284	370,527	143,042	48,715
Payroll taxes and workers' compensation	251,783	157,247	61,989	32,547	266,025	175,302	67,675	23,048
Total employee compensation	3,458,416	2,475,451	644,550	338,415	3,572,600	2,598,505	726,631	247,464
Professional fees/outside services	297,872	214,781	81,766	1,325	356,742	321,889	34,853	-
Supplies	161,760	153,256	6,074	2,430	236,295	211,316	23,463	1,516
Telephone	113,839	90,754	16,407	6,678	128,809	102,105	20,421	6,283
Postage and shipping	39,185	26,273	6,692	6,220	35,219	21,795	8,735	4,689
Occupancy	428,746	415,819	9,476	3,451	438,224	423,443	9,099	5,682
Insurance	159,588	126,075	23,938	9,575	170,413	121,915	44,603	3,895
Equipment rental and maintenance	75,254	59,451	11,288	4,515	119,957	96,930	21,014	2,013
Outside printing, subscriptions, etc.	97,116	74,031	9,329	13,756	113,018	84,638	23,557	4,823
Travel	162,062	146,218	7,942	7,902	228,183	183,765	37,542	6,876
Conference, conventions, etc.	77,854	61,802	15,724	328	46,043	38,604	6,775	664
Membership dues in other organizations	9,572	5,129	2,436	2,007	6,657	4,375	1,765	517
Awards and recognitions	23,891	20,923	1,300	1,668	11,271	10,335	589	347
Recruitment	78,490	74,147	2,042	2,301	12,233	9,072	3,161	-
Scholarships	12,500	12,500	-	-	12,500	12,500	-	-
Financial assistance	76,617	76,617	-	-	128,640	128,640	-	-
Investment expenses/bank charges	56,496	16,545	38,088	1,863	57,742	8,867	48,875	-
Miscellaneous	-	-	-	-	20,495	17,041	3,404	50
Interest expense	191,062	162,094	21,235	7,733	202,992	173,918	21,312	7,762
Total expenses before depreciation	5,520,320	4,211,866	898,287	410,167	5,898,033	4,569,653	1,035,799	292,581
Depreciation and amortization	437,889	413,283	18,037	6,569	426,455	401,849	18,037	6,569
Total expenses	$ 5,958,209	$ 4,625,149	$ 916,324	$ 416,736	$ 6,324,488	$ 4,971,502	$ 1,053,836	$ 299,150
Percent of total	100.00%	77.63%	15.38%	6.99%	100.00%	78.61%	16.66%	4.73%

The accompanying notes are an integral part of these financial statements.

STATEMENTS OF CASH FLOWS
GIRL SCOUTS OF KENTUCKIANA, INC.
FOR THE YEARS ENDED DECEMBER 31, 2012 AND 2011

	2012	2011
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	$ 43,147	$ (491,371)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	437,889	426,455
Disposition of fixed assets	-	32,911
Realized (gain) on sale of investments	(110,296)	(97,940)
Unrealized (gain) loss on investments	(34,111)	109,466
(Increase) decrease in value of perpetual trusts	(108,103)	166,361
(Increase) decrease in operating assets:		
Receivables	(12,638)	16,888
Unconditional promises to give	(71,529)	(75,522)
Prepaids and inventories	17,111	483
Increase (decrease) in operating liabilities:		
Liabilities and deferred revenue	46,487	(61,943)
Contributions restricted for long-term purposes:		
Permanently restricted contributions	(9,900)	(56,371)
Net cash provided (used) by operating activities	198,057	(30,583)
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of property and equipment	(89,779)	(215,841)
Purchases of investments	(514,083)	(110,304)
Sales of investments	137,087	1,195,000
Release (purchase) of restricted cash	82,428	(34,412)
Net cash provided (used) by investing activities	(384,347)	834,443
CASH FLOWS FROM FINANCING ACTIVITIES:		
Payments on long-term debt	(253,025)	(151,205)
Proceeds (payments) from/on line of credit	-	(200,000)
Collection of endowment support	9,900	56,371
Net cash provided (used) by financing activities	(243,125)	(294,834)
Net increase (decrease) in cash	(429,415)	509,026
Cash at beginning of year	633,855	124,829
Cash at end of year	$ 204,440	$ 633,855
SUPPLEMENTAL INFORMATION - Cash paid for interest	$ 191,062	$ 202,992

The accompanying notes are an integral part of these financial statements.

NOTES TO FINANCIAL STATEMENTS
GIRL SCOUTS OF KENTUCKIANA, INC.
DECEMBER 31, 2012 AND 2011

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

Girl Scouts of Kentuckiana, Inc. (the Council) is one of approximately 100 chartered councils of Girl Scouts USA (GSUSA). It offers an informal education program for girls ages 5 through 17 working in partnership with adult volunteers. Grants, contributions and program fees provide the Council's funding.

The accompanying financial statements do not include financial data for individual Girl Scout troops and other groups such as service units, committees and volunteer led camps. Checking accounts held by troops and other groups operate under the federal identification number but not under the control of Girl Scouts of Kentuckiana, Inc. The Council has no signature authority over the funds held and will not access the funds as long as a troop or group is functioning according to Girl Scout policy and procedure. Individual troops and groups have the responsibility to use funds in their control for the purpose of Girl Scouting as determined by the members and adult volunteers. If a troop or group disbands, the funds revert to the Council and are recorded as a donation.

Basis of Accounting

The financial statements of the Council have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables and other liabilities.

Basis of Presentation

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) with regards to financial statements of Not-for-Profit Organizations. Under this guidance, the Council is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. A description of the net assets categories follows:

Unrestricted Net Assets: include the portion of expendable funds that are not subject to donor-imposed stipulations.

Board Designated Net Assets: represent unrestricted funds designated for specific purposes by the Board of Directors. Although the Board could release or revise the designations in the future, to the extent not externally restricted, there is no intent to do so.

Temporarily Restricted Net Assets: include gifts for which donor-imposed restrictions have not been met.

Permanently Restricted Net Assets: include amounts which the donor has stipulated that the corpus be invested in perpetuity and only the income be made available for program operations in accordance with donor restrictions.

Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Cash Policy

For purposes of the statement of cash flows, cash includes only cash held in checking, savings and money market accounts. Restricted cash includes cash held for capital campaign donations. The Council also holds cash in investment accounts that is considered part of the investment balance.

Miscellaneous Receivables

Miscellaneous receivables consist of amounts due from troops for product sales, grants and interest payments from beneficial interests in trusts. The Council estimates the amount to be collected based upon historical experience and management evaluation of outstanding receivables. There is no allowance for uncollectible accounts at December 31, 2012 or 2011. The Council writes off uncollectible receivables after the exhaustion of all collection efforts.

Promises to Give

Unconditional promises to give are recognized when the donor makes a promise to give to the Council that is, in substance, unconditional. Unconditional pledges receivable becoming due in the next year are recorded at net realizable value. Unconditional pledges receivable due in subsequent years are reported at the present value of their net realizable value, using risk-free interest rates applicable to the years in which the promises are received. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

Inventories

Inventories consist of Girl Scout merchandise and are stated at the lower of cost or market on a first-in, first-out basis.

Investments

The Council carries investments in marketable securities with readily determinable fair values and all investments in debt securities at their fair values in the statements of financial position. Unrealized gains and losses are included in the change in net assets in the accompanying statements of activities.

The ASC establishes a framework for measuring fair value based upon a hierarchy that prioritizes observable and unobservable inputs used to measure fair value as follows:

Level 1 – Quoted prices (unadjusted) in active markets that are accessible at the measurement date for identical assets or liabilities.

Level 2 – Observable inputs other than level 1 prices such as quoted prices for similar assets or liabilities; quoted prices for identical or similar assets or liabilities in inactive markets; or other inputs that are observable or can be corroborated by observable market data.

Level 3 – Unobservable inputs that are supported by little or no market activity and are significant to the fair value of the assets or liabilities. Level 3 includes values determined using pricing models, discounted cash flow methodologies, or similar techniques reflecting the Council's own assumptions.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Council believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

Beneficial Interests in Perpetual Trusts

Beneficial interests in perpetual trusts are funds held by outside trustees for the benefit of the Council in accordance with the terms of the irrevocable trusts. These funds are neither in the possession, nor under the control, of the Council. The terms provide that the Council is to receive 50% of the income earned by the funds that are held in trust. The fair values of the trusts are recognized as assets. Distributions from the trusts are recorded as income and the carrying value of the assets is adjusted annually for changes in the fair value of the trusts.

Land, Buildings, and Equipment

The Council capitalizes all expenditures for property and equipment in excess of $1,000. Purchased property and equipment are carried at cost. Donated property and equipment are recorded as support at their estimated fair value. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Land, buildings, and equipment are depreciated using the straight-line method over the estimated useful lives of the related assets.

Loan Fees

Loan fees are included in land, buildings and equipment, net and are deferred and amortized as a yield adjustment over the lives of the related loans. Amortization expense of the loan fees was $1,835 in 2012 and 2011.

Custodial Funds

These funds account for transitory money primarily received by the Council for prompt transmittal to the national organization or to other local, regional, state or national groups. In receiving these funds, the Council is acting as a transmittal agent and, therefore, does not include the monies in its operating accounts. These funds are not Council assets.

Deferred Revenue

Deferred revenue consists of revenue collected for program events that have not yet occurred.

Revenue Recognition

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions.

Donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Donated Services

No amounts have been reflected in the financial statements for donated services. The Council pays for most services requiring specific expertise. However, many individuals volunteer their time and perform a variety of tasks that assist the Council with programs, solicitations, and various committee assignments.

Expense Allocation

Expenses are charged to programs and supporting services based on periodic time and expense studies. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Council.

Income Tax Status

The Council is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. However, income from certain activities not directly related to the Council's tax-exempt purposes could be subject to taxation as unrelated business income. The Council qualified for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization that is not a private foundation under Section 509(a)(2).

Management has concluded that any tax positions that would not meet the more-likely-than-not criterion of FASB ASC 740-10 would be immaterial to the financial statements taken as a whole. Accordingly, the accompanying financial statements do not include any provision for uncertain tax positions, and no related interest or penalties have been recorded in the statements of activities or accrued in the statements of financial position. Federal and state tax returns of the entity are generally open to examination by the relevant taxing authorities for a period of three years from the date the returns are filed.

Reclassifications

Certain accounts in the prior-year financial statements have been reclassified for comparative purposes to conform to the presentation in current year financial statements.

Subsequent Events

Management has evaluated subsequent events for recognition or disclosure in the financial statements through February 25, 2013, which was the date at which the financial statements were available to be issued.

NOTE 2. CONCENTRATIONS OF CREDIT RISK

Cash - The Council maintains its cash balances and marketable securities in several financial institutions in Louisville, Kentucky. The cash balances are insured by the Federal Deposit Insurance Corporation. At various times during the year, the cash balances exceed amounts federally insured. The risk is managed by maintaining all deposits in high-quality financial institutions.

Promises to Give - Concentrations of credit risk with respect to promises to give are limited due to the large number of contributors comprising the Council's contributor base and their dispersion across different industries and geographic areas.

Concentration of Revenue – The Girl Scout cookie program generated 73% and 70% of unrestricted public support, revenue and reclassifications in 2012 and 2011 respectively.

Investments - Investment securities are exposed to various risks, such as interest rate, market and credit risks. Due to the level of risk associated with certain investment securities, and the level of uncertainty related to changes in the value of investment securities, it is at least reasonably possible that changes in risks in the near term would result in material changes in the fair value of investments and net assets of the Council. To address the risk, the Council maintains a formal investment policy that sets out investment guidelines, asset allocation guidelines and requires review of the investment manager's performance. The finance committee oversees the entire process.

NOTE 3. PROMISES TO GIVE

Unconditional promises to give consist of the following:

	2012	2011
Investing in Futures/Annual Fund	$ 53,046	$ 71,013
Joyce Seymour Fund	251,960	167,560
Grants	50,391	35,000
Capital campaign	20,438	33,558
	$ 375,835	$ 307,131
Receivable in less than one year	$ 156,701	$ 144,207
Receivable in one to five years	219,134	162,924
Total unconditional promises to give	375,835	307,131
Less discounts to net present value	(17,349)	(21,720)
Less allowance for uncollectible promises receivable	(29,879)	(28,333)
Net unconditional promises to give	$ 328,607	$ 257,078

Unconditional promises to give due in more than one year are recognized at fair value, using present value techniques and a discount rate of 3%.

NOTE 4. INVESTMENTS

Long-term investments are valued using level 1 inputs based on unadjusted quoted market prices within active markets and consist of stocks, bonds and mutual funds. Cost, fair values and unrealized appreciation at December 31, 2012 and 2011, are as follows:

December 31, 2012	Cost Basis	Fair Value	Unrealized Appreciation
Cash and cash equivalents	$ 847,800	$ 847,800	$ -
Government obligations	1,050,684	1,071,209	20,525
Corporate obligations	611,462	634,968	23,506
Common stock/mutual funds	2,658,619	2,906,520	247,901
Cash value - life insurance	15,346	17,277	1,931
Total investments	$ 5,183,911	$ 5,477,774	$ 293,863

December 31, 2011	Cost Basis	Fair Value	Unrealized Appreciation
Cash and cash equivalents	$ 142,123	$ 142,123	$ -
Government obligations	1,403,011	1,431,399	28,388
Corporate obligations	1,477,614	1,528,860	51,246
Common stock/mutual funds	1,687,939	1,838,643	150,704
Cash value - life insurance	15,346	15,346	-
Total investments	$ 4,726,033	$ 4,956,371	$ 230,338

Cash value – life insurance is the cash value of a $100,000 life insurance policy contributed to the endowment fund.

Investment management fees paid for the years 2012 and 2011 were $48,579 and $51,487, respectively.

NOTE 5. BENEFICIAL INTERESTS IN PERPETUAL TRUSTS

The Council is the beneficiary of two charitable trusts, whereby they receive 50% of the annual income of the trusts. The trusts are held and administered by third-party investment companies which set the investment and distribution policies. The Council records its beneficial interests in these trusts at 50% of the fair value of the assets. The beneficial interests comprise elements of the Council's permanently restricted net assets. The market value of the assets of the trusts and terms are as follows:

	2012	2011
Walter Jacobs Trust	$ 1,434,607	$ 1,336,977
Houchens Trust	290,268	279,795
Total	$ 1,724,875	$ 1,616,772

Investment income and changes in the value of the beneficial interests are recognized in the change in permanently restricted net assets in the statements of activities. Distributions received from the trusts are recorded as decreases in the beneficial interests and recognized as income in the statements of activities. The changes in the value of the assets are as follows:

	2012	2011
Balance beginning of year	$ 1,616,772	$ 1,783,133
Change in value of perpetual trust	191,287	(80,496)
Distributions	(83,184)	(85,865)
	$ 1,724,875	$ 1,616,772

NOTE 6. LAND, BUILDINGS AND EQUIPMENT

Depreciation is provided in amounts sufficient to relate the cost of depreciable assets to operations over the estimated service lives on a straight-line basis. At December 31, 2012 and 2011, the cost and accumulated depreciation of such assets were as follows:

	2012	2011
Land and land improvements	$ 1,844,252	$ 1,844,252
Buildings and leasehold improvements	12,896,251	12,872,412
Office furniture and equipment	2,197,635	2,131,695
Automobiles and trucks	151,913	151,913
Total costs	17,090,051	17,000,272
Less accumulated depreciation	(6,827,497)	(6,389,608)
	$ 10,262,554	$ 10,610,664
Depreciation expense	$ 437,889	$ 426,455

Girl Scouts Lexington Road, LLC (LLC) owns the real estate located on Lexington Road, Louisville, Kentucky that is the site of the Council headquarters. The Council is the sole member of the LLC; therefore, all activity of the LLC is included in the Council's financial statements.

NOTE 7. LINE OF CREDIT

The Council has available a $1,000,000 line of credit. Interest is payable monthly at a rate of .125% below prime with a floor of 4.25% (4.25% on December 31, 2012). The credit line expires May 24, 2013, and is secured by general business assets of the Council. There was no outstanding balance at December 31, 2012.

NOTE 8. LONG-TERM DEBT

Long-term debt consists of a mortgage note on the Council's office facility with a balance of $3,505,102, due June 1, 2017, secured by land, buildings, and improvements. Payments are $28,571 monthly at 4.99% interest. The mortgage is being amortized over twenty-five years with a balloon payment due May 2017. Minimum maturities are as follows:

2013	$ 166,651
2014	175,177
2015	184,140
2016	193,123
2017	2,786,011
	$ 3,505,102

NOTE 9. BOARD DESIGNATED NET ASSETS

Unrestricted net assets include reserves designated by the Board of the Council for specific purposes, which consists of the following:

Jean Cole Trust Fund – Approved in 1970, the income can be used for scholarships for senior Girl Scouts, leaving the principal intact. The changes in the value of the assets are as follows:

	2012	2011
Balance - beginning of year	$ 370,400	$ 385,548
Unrealized investment gain (loss)	16,010	(21,555)
Investment income	20,400	6,407
Distributions	(60,000)	-
Balance - end of year	$ 346,810	$ 370,400

NOTE 10. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets are available for the following purposes:

	2012	2011
Program activities	$ 280,021	$ 257,220
Building and equipment	27,569	120,959
Endowment earnings	404,526	316,292
	$ 712,116	$ 694,471

Included under program activities in the temporarily restricted net assets are the following bequests:

The Annie Reis estate (original bequest was $49,963) activity is as follows:

	2012	2011
Balance beginning of year	$ 143,782	$ 149,100
Investment income (loss)	4,357	(5,318)
Program expense	(7,088)	-
Balance at end of year	$ 141,051	$ 143,782

Under the provisions of the will, these funds will only be expended to benefit Girl Scouts in Muhlenberg County, Kentucky. A committee oversees the use of these funds.

The Katherine Schwartz estate (original bequest was $5,000) activity is as follows:

	2012	2011
Balance beginning of year	$ 12,955	$ 13,370
Investment income	(593)	(415)
Program expense	-	-
Balance at end of year	$ 12,362	$ 12,955

Under the provisions of the will, these funds will be used to provide camping scholarships for girls in Daviess County, Kentucky.

NOTE 11. ENDOWMENT

Endowment Investment and Spending Policies

In 2010, Kentucky passed the Uniform Prudent Management of Institutional Funds Act (UPMIFA). UPMIFA eliminates the requirement to maintain the historic dollar value of donor-restricted endowments and instead focuses on donor intent and spending practices that are prudent for the uses, benefits, purposes and duration for which the endowment fund is established. The Council has elected to maintain the historical dollar amount of the endowment as permanently restricted net assets.

UPMIFA also creates a time restriction on the portion of the endowment that is not permanently restricted and requires classification of that portion of the endowment to be temporarily restricted net assets until appropriated for expenditure by the organization.

The Council has adopted investment policies seeking to preserve and protect its assets, by earning a total return for each fund appropriate to each fund's time horizon, liquidity needs and risk tolerance. The endowment fund is set aside to provide for special council projects or unanticipated needs or opportunities as they may arise for the Council. The primary objective for this fund is long-term growth, while the secondary objective is income as appropriate. The investment policy establishes an achievable return objective through diversification of asset classes. To accomplish the Council's investment objectives, council funds may be invested in portfolios of equity securities (common stocks and convertible securities), fixed-income securities and short-term (cash and cash equivalents) investments within specified ranges.

The Council has not adopted a spending policy.

Endowment net assets composition by type at December 31, 2012 and 2011 are as follows:

	Temporarily Restricted	Permanently Restricted	Total
December 31, 2012	$ 404,526	$ 2,654,041	$ 3,058,567
December 31, 2011	$ 316,292	$ 2,404,299	$ 2,720,591

Changes in endowment net assets for the years ended December 31, 2012 and 2011 are as follows:

	Temporarily Restricted	Permanently Restricted	Total
Balance December 31, 2010	$ 304,969	$ 2,371,822	$ 2,676,791
Investment return:			
Realized income	47,373	-	47,373
Market value change	(36,050)	(80,496)	(116,546)
Contributions	-	198,838	198,838
Total investment return	11,323	118,342	129,665
Distributions	-	(85,865)	(85,865)
Balance December 31, 2011	$ 316,292	$ 2,404,299	$ 2,720,591
Investment return:			
Realized income	57,235	-	57,235
Market value change	30,999	191,287	222,286
Contributions	-	141,639	141,639
Total investment return	88,234	332,926	421,160
Distributions	-	(83,184)	(83,184)
Balance December 31, 2012	$ 404,526	$ 2,654,041	$ 3,058,567

All endowment assets stated above are a result of donor restrictions, with no self-imposed restrictions by the board. Therefore no amount of the endowment as described above is considered unrestricted.

NOTE 12. LEASE COMMITMENTS

The Council leases office space and equipment under operating leases. The leases have annual rentals ranging from $3,000 to $36,400 per year and expire at various times through 2018. The expense of these leases for the years 2012 and 2011 was $113,523 and $144,316, respectively.

Minimum future rental payments under non-cancelable operating leases having remaining terms in excess of one year as of December 31, 2012, for each of the next five years are:

2013	$	73,300
2014		72,400
2015		72,400
2016		36,400
2017		36,400
Thereafter		9,100
	$	300,000

The Council also leases for one dollar certain other properties on which it conducts a portion of its operations. The fair value of these properties is not recognized as revenue because it is not practicable to place a value on them. These agreements expire at various times through 2050. The agreements require that the land be used for recreational purposes by Girl Scout organizations. The Council has constructed some facilities on these properties.

NOTE 13. SPECIAL EVENTS

The Council holds several fund raising events during the year. The gross revenue and direct costs of each are as follows:

	Gross Revenue	Direct Costs	Net
2012			
Louisville Golf	$ 23,442	$ 6,622	$ 16,820
Investing in Futures	17,279	-	17,279
Desserts First	72,226	15,003	57,223
Miscellaneous events	14,258	24,491	(10,233)
	$ 127,205	$ 46,116	$ 81,089
2011			
Louisville Golf	$ 33,600	$ 12,391	$ 21,209
Investing in Futures	17,941	10	17,931
Desserts First	66,666	19,115	47,551
Miscellaneous events	75,082	25,566	49,516
	$ 193,289	$ 57,082	$ 136,207

NOTE 14. PROGRAM RELATED REVENUE

The Council conducts several program-related events to promote the development of career interests, skills and work habits of its members. The gross revenue and direct costs of each are as follows:

	Gross Revenue	Direct Costs	Net
2012			
Cookie sale	$ 6,514,544	$ 2,339,590	$ 4,174,954
QSP/Nuts and candy	443,493	287,698	155,795
	$ 6,958,037	$ 2,627,288	$ 4,330,749
2011			
Cookie sale	$ 6,411,115	$ 2,247,904	$ 4,163,211
QSP/Nuts and candy	481,303	294,760	186,543
	$ 6,892,418	$ 2,542,664	$ 4,349,754

NOTE 15. LEASE INCOME

The Council is the property owner of a building under an operating lease, expiring June 2013, with rent income of $49,198 and $56,507 for 2012 and 2011, respectively. Building cost is $251,064 and accumulated depreciation is $62,221 at December 31, 2012 and is included in land, buildings and equipment in the accompanying statements of financial position. The following is a schedule by years of future minimum rental income under the lease at December 31, 2012:

2013	$ 24,430

NOTE 16. DEFINED BENEFIT PENSION PLAN

The Council participates in the National Girl Scout Council Retirement Plan (EIN 13-1624016), a noncontributory defined benefit pension plan sponsored by Girl Scouts of the USA. The risks of participating in a multiemployer plan differ from those of single-employer plans in the following respects:

- Assets contributed to the multiemployer plan by one employer may be used to provide benefits to employees of other participating employers.

- If a participating employer stops contributing to the plan, then the unfunded obligations of the plan may be borne by the remaining participating employers.

- If the Council chooses to stop participating in its multiemployer plan, then it may be required to pay those plans an amount based on the underfunded status of the plan, referred to as a withdrawal liability.

The National Board of the Girl Scouts of the USA voted to freeze the plan to new entrants and to freeze future benefit accruals for all current participants under the Plan effective July 31, 2010. The plan covers substantially all of the employees of various Girl Scout councils who were eligible to participate in the plan prior to the Plan freeze. Accrued vested benefits prior to July 31, 2010 are based on years of service and salary levels. Due to the nature of the plan, it is not practicable to determine the extent to which the assets of the plan cover the actuarially computed value of vested benefits for the Council as a standalone operation. In addition, because the plan is considered a multiemployer plan, it is only subject to certain minimum reporting requirements of FASB Accounting Standards Codification Subtopic 715-80: Multiemployer Plans, Disclosures about an Employer's Participation in a Multiemployer Plan as amended by Accounting Standards Update No. 2011-09. Due to unfavorable market conditions and the change in the interest rate and other assumptions used to calculate the actuarial present value of accumulated plan benefits, the accumulated plan benefits exceed net plan assets as of December 31, 2012. The unaudited, reported mark to market funded status of the plan as of December 31, 2012 reports $819 million in liabilities and $433 million of assets.

The Council's pension expense and contributions to the plan for 2012 and 2011 was $245,070 and $220,601, respectively. The Council's contributions are less than 5% of total contributions to the plan for each of the years presented. The Pension Protection Act of 2006 certified zone status for the Plan is not available as of February 25, 2013 for the plan's year-end at December 31, 2012 and 2011. The zone status is certified by the plan's actuary.

The National Board of the Girl Scouts of the USA has implemented a ten-year plan to meet the minimum funding requirements of the Plan. For future planning purposes, The National Board of the Girl Scouts of the USA has estimated the unfunded annual liability for the Council to be at least $300,000 for the next ten years. These amounts are subject to change based on changes in asset values, interest rates and withdrawals

NOTE 17. DEFINED CONTRIBUTION PENSION PLAN

The Council also offers its employees the opportunity to supplement their retirement income through the purchase of tax-deferred annuities. By agreement with the Council, an employee may reduce her/his salary by a desired amount (subject to Internal Revenue Service regulation). The portion of an employee's salary used in this way is not taxable in the current tax year. The Council matches one-half of the contribution up to 6%. The Council contributed $30,773 and $34,473 in 2012 and 2011, respectively.

NOTE 18. IN-KIND DONATIONS

The Council records various types of in-kind support, including materials and other tangible assets. Contributed in-kind support is recognized in accordance with the Financial Accounting Standards Board in its Accounting Standards Codification 958-605-25, which governs the presentation of financial statements of not-for-profit organizations. This pronouncement requires recognition of professional services received if those services (a) create or enhance long-lived assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. Most of the services received by the Council do not meet these criteria. In 2012 and 2011, no amounts were recognized, although volunteers provided countless hours of assistance.

Contributions of tangible assets are recognized at fair market value when received. The amounts are reflected in the accompanying financial statements as support and are offset by like amounts included in expenses or assets. In-kind donations for the years ended December 31, 2012 and 2011 were $62,711 and $75,893, respectively.

GIRL SCOUTS OF KENTUCKIANA - Staff List (as of 11/27/2013)

Team	Last Name	First Name	Job Title	3 Highest Paid
EXECUTIVE TEAM	Tucker	Lora	CEO	*
	Littlebird	Anne	Executive Asst and Board Relations	
	Kerslager	Bruce	Chief of Staff	*
	Copenhefer	Greg	Chief Business Officer	*
	Wilcox	Jennifer	Chief Development Officer	
	Murphy	Kelly	Director of Human Resources	
FACILITIES TEAM	Johnson	Jed	Director of Facilities	
	Wagner	Michael	Maintenace / Set-up (PT)	
	Stitt	Bruce	Housekeeping (PT)	
	Schleg	Thomas	Shantituck Site Manager	
	Rogalinski	Hank	Beer Creek Site Manager	
	Leonard	Lisa	Pennyroyal Site Manager	
	Pettit	Larry	Whipporwill Ranger (PT)	
	Barnes	Pam	Stem Ranger (PT)	
	O'Rourke	Richard	Houchens Ranger (PT)	
MERCHANDISING AND CUSTOMER SERVICE TEAM	Drury	Allison	Director Merchandising/CSR	
	Lorance	Amber	Louisville CSR	
	Jones	Angela	Louisville CSR (PT)	
	Goggins	Deanna	Louisville CSR (PT)	
	Smallwood	Karen	Manager of Product Sales	
	Krekel	Betty	Louisville CSR	
	Warren	Brenda	Program Learning Center/CSR Bowling Green	
	Ameilia	Jacob	Program Learning Center/CSR Owesboro	
	Sherrard	Ella	Program Learning Center/CSR Etown	
	Cothran	Elizabeth	Program Learning Center/CSR Paducha	
	Lanham	Patricia	Louisville CSR	
	Humphrey	Sandy	Accounts Payable Clerk	
	Hodge	Janice	Accounting Clerk (PT)	
	Visanathan	Shiva	Accounts Receiveable Clerk	
PROJECTS	Goodman	Laura	Project Specialist	
MEMBERSHIP TEAM	Zanitsch	Emily	Director of Membership & Community Dev	
	Chaney	Jennifer	Membership Services Coordinator	
	Tate	Janel	Membership Specialist - Cluster One	
	Pate	Melissa	Membership Specialist - Cluster One	
	Caldwell	Angie	Membership specialist - Cluster Two	
	Johnson	Jenny	Membership Specialist - Cluster Two	
	Geddes	Stephanie	Membership Specialist - Cluster Three	
	Prybus	Janel	Membership Specialist - Cluster Three	
	Dunlevy	Megan	Membership Specialist - Cluster Four	
	Vacant		Membership Specialist - Cluster Four	
VOLUNTEER SERVICES TEAM	Buckner	Karly	Director of Volunteer Services	
	Parker	Cathy	Volunteer Services Coordinator	
	Ray	Rachel	Administrative Assistant Vol and Membership	
	Monroe	Besty	Volunteer Specialist -Cluster One	
	Willoughby	Leslie	Volunteer Specialist- Cluster Two	
	Vacant		Volunteer Specialist - Cluster Three	
	Mook	Carrie	Volunteer Specialist - Cluster Four	
	O'Rourke	Lisa	CES/Data Specialist	
	Zickefoose	Debroh	CES/Data Specialist	
PROGRAM TEAM	Harrison	Kristi	Director of Girl Leadership Experience	
	Kidd	Janis	Program Services Coordinator	
	Johnson-Moore	Anita	Educational/Collaborative Partnership Mgr	
	Levine	Ashley	Program Specialist -- Cluster One	
	Wolf	Sally	Program Specialist -- Cluster Two	
	Van Volkenburg	Danica	Program Specialist -- Cluster Three	
	Tock	Terry	Program Specialist -- Cluster Four	
FUND DEVELOPMENT	Gessner	Suzy	Fund Development Manager (Cluster 3&4)	
	Zimmerlee	Danah	Donor Relations Specialist	
	Dawson	Sarah	Grant Manager	
	Humphreys	Jennifer	Fund Development Manager (Cluster 1&2)	

girl scouts of kentuckiana

2013 Outcomes

Outcomes: What are they and how do they fit within the Girl Scout movement?

The mission of Girl Scouting is to build girls of courage, confidence, and character, who make the world a better place. But what does that look like? How do we know when we make progress toward our mission?

In 2008, Girl Scouts of the USA implemented a new outcomes measurement approach, developed with the expertise of youth development experts, volunteers, and council and national staff. The 15 outcomes are centered around the three keys to leadership: *Discover, Connect,* and *Take Action*.

A History of Outcomes for Girl Scouts of Kentuckiana

Long before GSUSA introduced the Girl Scout Leadership Experience outcomes, Girl Scouts of Kentuckiana was collecting outcomes data in our outreach programs. The data told us that the work of our volunteers and professional staff was having a positive impact, helped us build collaborative relationships with schools and other youth organizations, and allowed us to leverage funding from foundations and individual donors.

In 2012, GSK started working with Sprout Insight, LLC, a research and consulting company that offers qualitative and quantitative research services to businesses and nonprofit organizations. By working with professional research specialists who have experience developing custom outcome measurement programs for other councils, GSK is positioning itself to be one of the most effective councils in terms of outcomes data collection and use.

While our programs may change to reflect the need and interests of each new generation of Girl Scout, we still know it is moving us toward a world where all girls have the courage, confidence, and character needed to make the world a better place.

Tying the program experience to outcomes serves three vital functions: measuring the impact of the experience; determining what modifications are needed; and communicating impact to internal and external audiences. The signs of the outcomes reflect what girls might think, say, or do—during and after a leadership experience—and help adults determine the success of the experience.

As outcomes become increasingly important to stakeholders, from parents to donors, GSK will be ready.

Outcomes of the Girl Scout Leadership Experience

DISCOVER

D1. Girls develop a strong sense of self.
D2. Girls develop positive values.
D3. Girls gain practical life skills.
D4. Girls seek challenges in the world.
D5. Girls develop critical thinking.

CONNECT

C1. Girls develop healthy relationships.
C2. Girls promote cooperation and team building.
C3. Girls can resolve conflicts.
C4. Girls advance diversity in a multicultural world.
C5. Girls feel connected to their communities, locally and globally.

TAKE ACTION

T1. Girls can identify with community needs.
T2. Girls are resourceful problem solvers.
T3. Girls advocate for themselves and others, locally and globally.
T4. Girls educate and inspire others to act.
T5. Girls feel empowered to make a difference in the world.

GSK Outcomes and Satisfaction Results

Troop—The survey for the troop pathway included questions about outcomes as well as satisfaction. In this pathway, results for Brownies were mixed, while Juniors showed a slight improvement in Discover outcomes. However satisfaction scores demonstrated that girls enjoy Girl Scouting:

- Ninety-eight percent agreed that they enjoyed their troop experience.
- Ninety-eight percent agreed that being a Girl Scout was a positive experience.
- Ninety-three percent agreed they would tell their friends to join Girl Scouts.
- Only 9% of girls indicated they did not plan on participating in Girl Scouts next year, typically stating they would be too busy with school.

Series—Cadettes participating in the series programming showed statistically significant increases in all three outcome areas:

- Discover: Girls were better able to identify positive values, such as personal responsibility, and to engage in practical life skills, such as effective communication.
- Connect: Girls were better able to resolve conflicts and to advance diversity.
- Take Action: Girls indicated they were more resourceful problem solvers and felt empowered to advocate for others who are being treated unfairly.

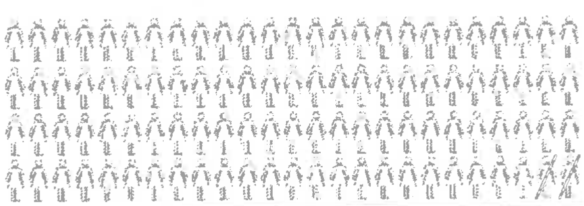
How do girls feel about their Girl Scout troop experience?

"I loved Girl Scouts this year because there was a new girl and I made a friend."

"I had an awesome experience...we did do many things like helping our community."

"I loved it and cannot wait to keep going on with it, especially the times we spend together."

- Ninety-eight percent of girls responding indicated they enjoyed their troop experience.
- Ninety-eight percent of girls responding also indicated that being a Girl Scout was a positive experience.



Camp—Juniors attending resident camp reported statistically significant increases in Discover outcomes, specifically:

- Trying new things, meeting new people, and learning about new people and places
- Doing something that looks difficult and achieving goals
- Understanding that being a girl does not limit their choices in life

Results from the 2012-2013 program year revealed three challenges:

1. Younger girls struggle to understand abstract concepts such as confidence, sense of self, and critical thinking.
2. GSK was unable to reach targeted number of pre– and post-tests.
3. Outcomes measurements of the troop pathway are only reliable if troops are using the Journeys curricula.

Next Steps

GSK will use outcomes and satisfaction information to develop case statements and communication pieces for:

- Recruitment
- Collaborative partnerships
- Fund development

GSK is also looking into ways to assist volunteers with the Journey materials so that the underlying lessons are consistent across the council, even if those lessons play out in different ways depending on local resources.

I can't wait to learn more!

For more information on outcomes, membership, or volunteer opportunities, please contact the council office at 502-636-0900 or visit us online at www.gskentuckiana.org.

girl scouts

Linking Leadership to Academics: The Girl Scout Difference[1]

The mission of Girl Scouting is to develop girls of courage, confidence, and character, who make the world a better place. An exciting new study shows that Girl Scouting also contributes to academic success. This national study by the Girl Scout Research Institute (GSRI) found that the leadership skills and experiences girls gain through Girl Scouting also help them succeed in school.

"Without Girl Scouts I would not be where I am today. I think I would not get good grades, I don't think I would do well in school, and I don't think I would get along with others as well as I do."
- 12 year old Girl Scout

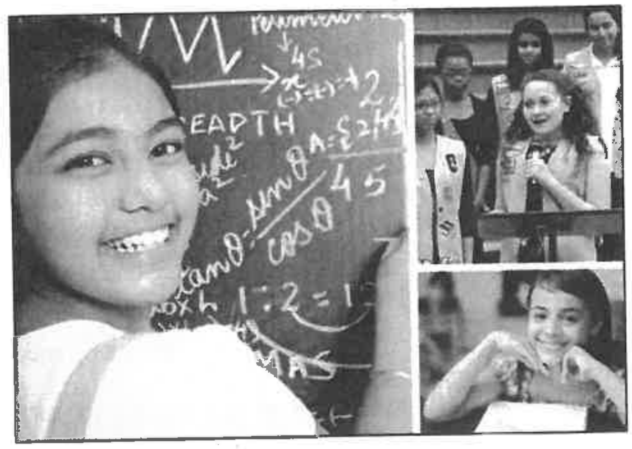
Key Findings

The study of nearly 3,000 geographically-diverse fourth through eighth grade Girl Scouts found that:

1. Girl Scout participation has a positive impact on girls' leadership.
   - ✓ On a 1-10 scale, one-third of girls rated the impact of Girl Scouting on their leadership a 10 (highest score possible).
   - ✓ Eighty percent rated it a 7 or higher.
2. Girl Scouting influences academic success as much as or more than positive relationships with teachers and weekly participation in out-of-school-time (OST) activities– non-Girl Scout factors that are known to boost success in school.
3. Lower socioeconomic status (SES) girls, those whose moms have less than a college education, report greater benefits from Girl Scouting.
   - ✓ They report greater leadership impact.
   - ✓ Those who have gained problem solving skills indicate much higher scholastic competence.

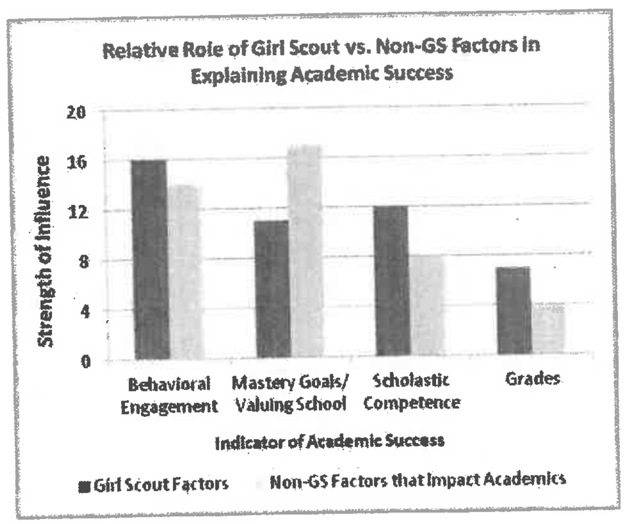
What Makes Girl Scouting Different

Girl Scout experiences are characterized by three processes: Cooperative Learning, Learning by Doing, and Girl-Led activities. The Cooperative Learning aspect of Girl Scouting (in which girls work with, learn from and teach each other) is particularly important in supporting girls to take on challenges and solve personal, interpersonal and community problems. When girls learn to seek challenges and solve problems



in Girl Scouting, it helps them do the same in school, thereby supporting their academic growth.

Additionally, Girl Scouting offers a variety of different experiences, in which girls get to try new things, develop their skills, and take on leadership roles. When girls plan and lead projects, whether related to community service, outdoor expeditions, cookie sales, robotics or any number of other Girl Scout themes, they gain skills and confidence that also help them do well in school.



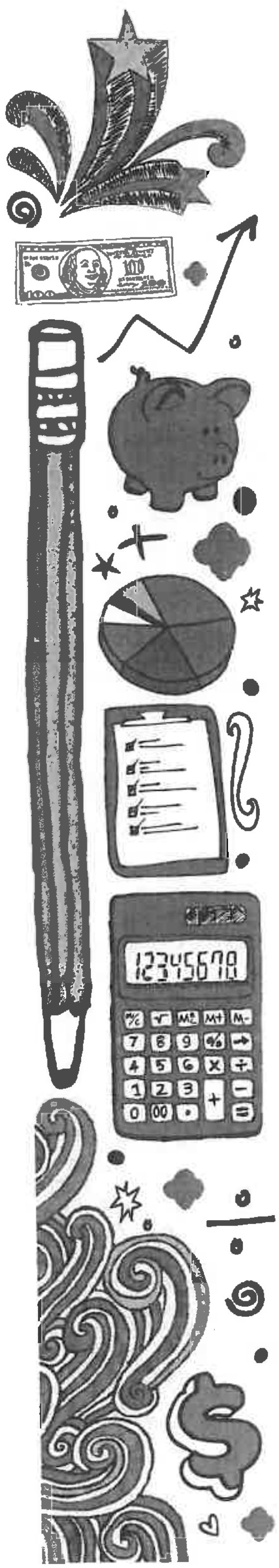
Directions for Future Research & Programming

Additional research is recommended to compare Girl Scouts and non-Girl Scouts on both leadership and academic outcomes and to explore how leadership development experiences impact academics for lower-SES girls. Programming to help adult volunteers better facilitate the three Girl Scout Processes may also yield very positive results for girls' leadership and academics.

"I get to face my fears and try new things. Girl Scouts teaches lots of important life lessons."
- 10 year old Girl Scout

[1] This document is an overview of *Linking Leadership to Academic Success: The Girl Scout Difference*, by Kallen Tsikalas and Sabrica Barnett (Girl Scout Research Institute, 2012). Full report available online at www.girlscouts.org/research/publications/gsoutcomes/

girl scouts



The Girl Scout Cookie Program

Teaching Essential Skills for a Lifetime

A well known component of Girl Scouting is the Cookie Program, the largest girl-run business in the world. Once a year, Girl Scouts around the country venture into the entrepreneurial world to learn business and financial skills and earn money to fund their Girl Scouting goals. Through "learning by earning," Girl Scouting aims to empower girls through the development of five essential skills: goal setting, money management, people skills, decision making, and business ethics.

In the spring of 2012, the Girl Scout Research Institute set out to understand the extent to which Girl Scouts actually develop these five essential skills, as well as to examine the specific ways girls benefit from their participation in the Cookie Program. Survey responses from 1417 Brownie and Junior Girl Scouts representing various regions of the country provide compelling evidence that girls do benefit from the Cookie Program through development of these essential skills.

Key Findings

1. Overall, a majority of Girl Scout "Cookie Entrepreneurs" develop[1] the 5 essential skills.

- 85% of girls developed Money Management skills, reporting that they had developed budgets, taken cookie orders, and handled customers' money.
- 83% of girls developed Business Ethics, learning to fulfill promises to customers, keep true to the Girl Scout Promise and Law in their business dealings, and consider how best to contribute to their communities with their earnings.
- 80% of girls developed the Goal Setting skill, learning how to set sales goals relative to action plans and to create a set of objectives with their team to reach their goals.
- 77% of girls developed the Decision Making skill, learning how to work as a team to develop a basic business plan, deciding when and where to sell cookies, and reaching agreements on what to do with the money they earned.
- 75% of girls developed People Skills, learning to talk, listen, and work with different kinds of people while selling cookies.
- Significantly, more than half of girls (55%) achieved *all 5 skills.*

2. Learning the 5 essential skills has a positive impact on girls' lives.[2]

- Girls who developed the 5 skills were more likely to report that they learned new things while selling cookies that will help them in school and other areas of their life than girls who did not (93% vs. 63%, respectively).
- Overall, girls reported that selling cookies was fun (96%). Learning by earning made it even more fun. Girls were more likely to report cookie selling was fun when they developed the 5 skills than when they did not (98% vs. 90%, respectively).
- Even though the vast majority of Girl Scouts were eager to sell cookies next year (95%), those who had achieved the 5 skills were even more eager than those who did not (95% vs. 90%, respectively).

3. Specific Girl Scout experiences can make the difference between achieving and not achieving the 5 essential skills.[3]

- Girls who attended troop or group meetings about selling cookies, practiced how to sell Girl Scout cookies with their friends and family, and worked toward the Cookie Business and Financial Literacy badges developed more goal setting, decision making, money management, people, and business ethics skills than girls who had fewer or none of those experiences.
- Girls who acted as leaders, engaged in hands-on learning experiences, and worked cooperatively as part of a team developed more of the 5 skills than girls who did not.[4]

Summary

Participating in the Girl Scout Cookie Program helps girls learn skills they need to become successful adults who will contribute to their communities and strengthen the U.S. workforce. Long before they assume adult roles, the Girl Scout Cookie Program allows girls real-world opportunities to manage money, become ethical and reliable entrepreneurs, set goals, meet deadlines, work well with others, and understand customers. This learning occurs in an environment ideally suited to ensure the lessons are integrated into their everyday lives, for these girls are active, engaged learners who are having fun as they learn and earn.

Girls who developed the 5 skills had more fun selling cookies and realized that what they learned in Girl Scouts could help them in other areas of their lives. They also planned to sell cookies in the future. Girls were more likely to gain the 5 skills if they were active and engaged learners in the Cookie Program (i.e., attending meetings, practicing selling cookies, doing badge work). Collectively, these findings provide compelling evidence of the role Girl Scouting can play in developing financially empowered girl leaders. Learning valuable life skills via the Girl Scout Cookie Program helps girls become successful business leaders , now and in the future.

What do girls like the most about selling cookies?

"Working toward a goal and sorting and organizing the customers' orders."
-- Junior Girl Scout, 4th grade

"Knowing that I'm helping my troop and my community."
– Junior Girl Scout, 5th grade

"Doing math to figure out how many I have left to sell for my goal."
– Brownie Girl scout, 3rd grade

"I love counting how many I sold."
– Brownie Girl Scout, 3rd grade

For other Girl Scout Research Institute studies, visit: www.girlscouts.org/research

1. Girls were considered to have developed a skill if they responded "Agree" or "Agree a lot" on survey items that measured the 5 essential skills (response scale: 1= Disagree a lot, 2= Disagree, 3= Agree, 4= Agree a lot).
2. The percentage reported represents the average across the 5 skills.
3. Regression analyses were conducted to investigate the influence of Girl Scout factors on girls' skills, controlling for girls' grade level and duration in Girl Scouts. Significant factors across the 5 skills are described above.
4. Go to "Just for Adults!" to learn about the 3 Girl Scout processes http://www.girlscouts.org/program/gs_cookies/cookie_activity.asp

girl scouts
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Girl Scouting Works: The Alumnae Impact Study
Summary of Key Findings

"Girl Scouts taught me confidence: that you can do anything you set your mind to."

—Girl Scout alumna, age 40

Girl Scout Alumnae

- Approximately one in every two adult women in the U.S. has at some point been a member of Girl Scouts.
- The average length of time a girl spends in Girl Scouts is four years.
- There are currently an estimated 59 million Girl Scout alumnae in the U.S.

Girl Scouting and Positive Life Outcomes

Girl Scout alumnae display positive life outcomes to a greater degree than non-alumnae with regard to several indicators of success, including:

- *Sense of self.* Of Girl Scout alumnae, 63 percent consider themselves competent and capable, compared to 55 percent of non-alumnae.
- *Volunteerism and community work.* Of Girl Scout alumnae who are mothers, 66 percent have been a mentor/volunteer in their child's youth organization, compared to 48 percent of non-alumnae mothers.
- *Civic engagement.* Of Girl Scout alumnae, 77 percent vote regularly, compared to 63 percent of non-alumnae.
- *Education.* Of Girl Scout alumnae, 38 percent have attained college degrees, compared to 28 percent of non-alumnae.
- *Income/socioeconomic status.* Girl Scout alumnae report a significantly higher household income ($51,700) than non-alumnae ($42,200).

This is true of all alumnae across age/generations, race/ethnicity, socio-economic class and engagement in other extracurricular activities.

These differences are especially pronounced for women who were Girl Scouts for longer periods. Alumnae with three-plus years of experience in Girl Scouts fare better than shorter-term alumnae (less than two years' experience) with regard to:

- *Sense of self.* Of longer-term alumnae, 71 percent consider themselves capable and competent, compared to 55 percent of shorter-term alumnae.
- *Civic engagement.* Of longer-term alumnae, 90 percent are registered to vote, compared to 82 percent of shorter-term alumnae.
- *Education.* Of longer-term alumnae, 48 percent have attained at least a college degree, compared to 31 percent of shorter-term alumnae.
- *Income/socioeconomic status.* Longer-term alumnae have a higher household income ($53,200) than shorter-term alumnae ($42,200).
- *Satisfaction with life.* Longer-term alumnae give higher satisfaction ratings to their present lives (7.39 on a 1 to 10 scale) and their future prospects (8.54) than do shorter-term alumnae (6.93 and 8.17, respectively).

- *Success*. Of longer-term alumnae, 91 percent say they have achieved success in their lives, compared to 85 percent of shorter-term alumnae.
- *Leadership*. Of longer-term alumnae, 62 percent think of themselves as leaders, compared to 52 percent of shorter-term alumnae.
- *Relationship satisfaction*. Of longer-term alumnae, 94 percent say they were successful in meeting their goals for family life, compared to 86 percent of shorter-term alumnae.

All alumnae, even those with two years of experience or less, are more active in community service and volunteer work than are non-alumnae.

Girl Scouting: A Rewarding Experience

Alumnae say Girl Scouting was positive and rewarding for them. Former Girl Scouts:

- Rate their Girl Scout experiences very highly. The average rating among all alumnae on a 1 to 10 scale is 8.04.
- Fondly recall their experiences in Girl Scouting. Fun, friendships, and crafts are the most frequently cited positive aspects of Girl Scouting.
- Say they've received concrete benefits from Girl Scouts, such as being exposed to nature and having a safe place to try new things.
- Actively recognize the influence of Girl Scouting on their lives. Three quarters of alumnae report that the Girl Scout experience has had a positive impact on their lives in general.

The positive effects of Girl Scouting seem particularly pronounced for women who were Girl Scouts for longer periods, as well as for African American and Hispanic women.

Reconnecting with Girl Scouts

Nearly one in five alumnae (19%) have already reconnected with Girl Scouts in adulthood as a volunteer or troop leader, and 21 percent express strong interest in reconnecting with Girl Scouts in the future in a variety of ways, such as mentoring current girl members, donating money to support the organization, and taking part in 100th anniversary celebrations in 2012.

Indeed, with Girl Scouts' 100th birthday this year, there's no better—or more exciting—time to get back on board with the world's premier leadership organization for girls. Girl Scouts is using the occasion of its centennial to declare 2012 the Year of the Girl and to launch ToGetHerThere, the largest, boldest advocacy and fundraising cause campaign dedicated to girls' leadership issues in the nation's history. This multiyear effort will help break down societal barriers that hinder girls from leading and achieving success in everything from technology and science to business and industry. The long-term goal is ambitious and urgent: to create balanced leadership in one generation. For more information on Year of the Girl and ToGetHerThere, including how you can join the cause, check out girlscouts.org/yearofthe girl. In addition, register with the Girl Scouts Alumnae Association at alumnae.girlscouts.org and learn about the many ways you can reconnect with Girl Scouts. Together, we'll continue building girls of courage, confidence, and character, who make the world a better place.

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The Girl Scout Research Institute conducted a large-scale mixed methods research study in conjunction with an independent research firm, Fluent, to examine the impact of Girl Scouting on the lives of adult Girl Scout alumnae today. This study examined more than 3,750 women, roughly 2,000 of them Girl Scout alumnae, through focus groups, in-depth individual interviews, an online community, online chats, a national random digit dial (RDD) telephone survey, a mobile phone survey, and an online survey.

GIRL SCOUTS OF KENTUCKIANA, INC.

General Information

Organization Number	0014874
Name	GIRL SCOUTS OF KENTUCKIANA, INC.
Profit or Non-Profit	N - Non-profit
Company Type	KCO - Kentucky Corporation
Status	A - Active
Standing	G - Good
State	KY
File Date	6/27/1932
Organization Date	6/27/1932
Expiration Date	6/27/2031
Last Annual Report	6/19/2013
Principal Office	2115 LEXINGTON ROAD LOUISVILLE, KY 40206
Registered Agent	LORA TUCKER 2115 LEXINGTON ROAD LOUISVILLE, KY 40206

Current Officers

Chairman	Vivian Blade
CEO	Lora Tucker
Vice Chairman	Pamela Ross
Director	TOM GILMAN
Director	Cynthia Torp
Director	Gail Ruga
CFO	John Gregory Cardwell-Copenhefer

Individuals / Entities listed at time of formation

Director	JEAN COLE
Director	ANNA M. KORNHAUSER
Director	MADELYN W. WILLIAMSON
Director	NELLIE MAY DRAUTMAN
Director	VIOLA S. PATTON
Incorporator	MARY TYLER MCCRACKEN
Incorporator	CATHARINE S. COCHRAN
Incorporator	ANNIE S. WATERS

Images available online

Documents filed with the Office of the Secretary of State on September 15, 2004 or thereafter are available as scanned images or PDF documents. Documents filed prior to September 15, 2004 will become available as the images are created.

Annual Report	6/19/2013	1 page	PDF

Principal Office Address Change	12/11/2012 5:41:43 PM	1 page	PDF	
Annual Report Amendment	12/11/2012	1 page	PDF	
Annual Report	7/16/2012	1 page	PDF	
Annual Report	8/9/2011	1 page	PDF	
Amendment	9/24/2010	1 page	tiff	PDF
Registered Agent name/address change	7/27/2010 2:29:50 PM	1 page	PDF	
Registered Agent name/address change	5/20/2010 1:30:17 PM	1 page	PDF	
Annual Report	5/20/2010	1 page	PDF	
Annual Report	6/16/2009	1 page	tiff	PDF
Registered Agent name/address change	7/14/2008	1 page	tiff	PDF
Annual Report	6/19/2008	1 page	PDF	
Annual Report	6/27/2007	1 page	PDF	
Statement of Change	8/1/2006	1 page	tiff	PDF
Annual Report	6/27/2006	1 page	PDF	
Annual Report	6/28/2005	1 page	PDF	
Annual Report	10/27/2003	1 page	tiff	PDF
Statement of Change	8/22/2003	1 page	tiff	PDF
Annual Report	8/28/2002	1 page	tiff	PDF
Annual Report	8/16/2001	1 page	tiff	PDF
Annual Report	8/8/2000	5 pages	tiff	PDF
Statement of Change	7/21/2000	2 pages	tiff	PDF
Amended and Restated Articles	7/21/2000	4 pages	tiff	PDF
Annual Report	8/30/1999	5 pages	tiff	PDF
Statement of Change	8/24/1999	2 pages	tiff	PDF
Annual Report	6/15/1998	5 pages	tiff	PDF
Annual Report	7/1/1997	5 pages	tiff	PDF
Annual Report	7/1/1996	5 pages	tiff	PDF
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Annual Report	7/1/1991	5 pages	tiff	PDF
Annual Report	7/1/1990	5 pages	tiff	PDF
Annual Report	7/1/1989	5 pages	tiff	PDF
Annual Report	7/1/1988	1 page	tiff	PDF
Six Month Notice Return	10/15/1986	1 page	tiff	PDF

Assumed Names

Activity History

Filing	File Date	Effective Date	Org. Referenced
Annual report	6/19/2013 8:34:13 AM	6/19/2013 8:34:13 AM	

Amendment to annual report	12/11/2012 5:51:31 PM	12/11/2012 5:51:31 PM	
Principal office change	12/11/2012 5:41:43 PM	12/11/2012 5:41:43 PM	
Annual report	7/16/2012 8:27:12 PM	7/16/2012 8:27:12 PM	
Annual report	8/9/2011 12:45:48 PM	8/9/2011 12:45:48 PM	
Amendment - Miscellaneous amendments	9/24/2010 3:32:16 PM	9/24/2010	
Registered agent address change	7/27/2010 2:29:50 PM	7/27/2010 2:29:50 PM	
Annual report	5/20/2010 1:34:59 PM	5/20/2010 1:34:59 PM	
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Annual report	6/27/2007 8:42:19 AM	6/27/2007 8:42:19 AM	
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Annual report	6/27/2006 2:41:36 PM	6/27/2006 2:41:36 PM	
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Registered agent address change	8/22/2003 11:43:38 AM	8/22/2003	
Registered agent address change	7/21/2000 2:27:29 PM	7/21/2000	
Amendment - Amended and restated articles / CLP	7/21/2000 2:26:10 PM	7/21/2000	
Amendment - Change name	7/21/2000 2:25:43 PM	7/21/2000	KENTUCKIANA GIRL SCOUT COUNCIL, INC.

Microfilmed Images

Microfilm images are not available online. They can be ordered by faxing a Request For Corporate Documents to the Corporate Records Branch at 502-564-5687.

Annual Report	9/9/2004	1 page
Annual Report	10/27/2003	1 page
Statement of Change	8/22/2003	1 page
Annual Report	8/28/2002	1 page
Annual Report	8/16/2001	1 page
Annual Report	8/8/2000	5 pages
Statement of Change	7/21/2000	1 page
Amended and Restated Articles	7/21/2000	4 pages