

To: Limited Partners of Badger Fund of Funds I, L.P.

Date: November 27, 2023

Re: Badger Fund of Funds I Report for the Quarter Ended September 30, 2023

Dear Limited Partners,

We are pleased to report on the progress achieved by the Badger Fund of Funds (the "Badger Fund") during the quarter ended September 30, 2023. In accordance with Section 7(c)(i) of the Limited Partnership Agreement of the Badger Fund, Sun Mountain Kegonsa will provide a report after the end of each fiscal quarter. Below please find an update on the Badger Fund's operations and investment activity.

# **Investment Activity**

The Badger Fund has made commitments to a total of five venture capital funds, including four seed stage funds and one growth stage fund. Two of the seed funds, Gateway Capital Fund and the Winnow Fund are still actively evaluating making investments in new portfolio companies. The other three funds, Idea Fund of La Crosse, Winnebago Seed Fund and Rock River Capital Partners are making follow on investments in existing portfolio companies.

The quarter ended September 30, 2023 was a slower quarter for investment activity in the portfolio. No new companies received investment and there were no notable follow on funding rounds in the portfolio. This is partially due to fewer portfolio funds making new investments and partially due to the uncertainty in the venture capital market during the period. For portfolio funds that are still actively making new investments, there was a brief period of time where managers paused on making new company investments until company valuations fell back within an acceptable range.

Subsequent to quarter end there were two notable events. First, the Winnow Fund redeemed its investment in portfolio company MSB Technologies representing a return of capital. Secondly, Rock River Capital Partners and Winnebago Seed Fund portfolio company Socialeads ultimately wound down operations in the fourth quarter. The failure of a portfolio company is always disappointing, however this is not unusual for a venture capital portfolio as it begins to mature.

For additional detail regarding funds that have closed on commitments to date, see Appendix A.

#### **Portfolio Reporting**

Please find below reporting information related to investments in Badger Fund portfolio funds as well as investments made by portfolio funds into Wisconsin-based startup companies.

#### **Portfolio Funds**

The following table summarizes the commitments made to portfolio funds, the amount of the Badger Fund commitment that has been funded, and the amount each fund has invested into Wisconsin-based startup companies as of September 30, 2023.



Badger Fund of Funds					
Portfolio Summary	<u>Total</u>	<u>BFF</u>	<u>BFF Funded</u>	Percent	<b>Invested</b>
As Of 9/30/23	Fund Size	<b>Commitment</b>	<u>To Date</u>	<b>Funded</b>	to Date <sup>1</sup>
Seed Stage Funds					
Idea Fund of La Crosse	\$ 13,000,000	\$ 5,200,000	\$ 3,857,334	74%	\$ 7,318,113
Winnebago Seed Fund	\$ 11,000,000	\$ 4,400,000	\$ 3,520,000	80%	\$ 7,882,552
Winnow Fund	\$ 10,220,000	\$ 5,110,000	\$ 2,095,100	41%	\$ 3,062,488
Gateway Capital Fund	\$ 13,500,000	\$ 5,000,000	\$ 1,377,593	28%	\$ 2,499,999
Total Seed Stage	\$ 47,720,000	\$ 19,710,000	\$ 10,850,027	55%	\$ 20,763,152
Growth Stage Funds					
Rock River Capital Partners	\$ 26,475,000	\$ 10,000,000	\$ 7,759,985	78%	\$ 16,870,741
Total Growth Stage	\$ 26,475,000	\$ 10,000,000	\$ 7,759,985	78%	\$ 16,870,741
Total	\$ 74,195,000	\$ 29,710,000	\$ 18,610,012	63%	\$ 37,633,893

<sup>1</sup>Invested to Date reflects the total amount invested by a portfolio fund in Wisconsin-based businesses including the Badger Fund commitment as well as private investors in the portfolio fund.

# **Portfolio Companies**

The following table summarizes company-level investment activity, the amount attributable to the Badger Fund and total capital raised by the companies as of September 30, 2023:

Badger Fund Investment Multiple Summary	ļ	As Of 9/30/23			
Active Portfolio Companies		37			
Portfolio Companies Exited at a Gain		2			
Portfolio Companies Exited at a Loss		3			
Total Portfolio Companies		42			
Porfolio Company Co-Investments <sup>3</sup>		7			
Total Investment in Active Portfolio Companies					
(A) Badger Fund Investment <sup>1</sup>	\$	15,409,765			
(B) Other Dollars Invested <sup>2</sup>	\$	78,271,402			
Total Investment in Active Portfolio Companies	\$	93,681,167			
Investment Multiplier (B/A)		5.1x			

<sup>1</sup>Total amount of Badger Fund commitment invested by Portfolio Funds excluding

private investment at the fund level.

<sup>2</sup>Total amount of capital raised by companies excluding Portfolio Fund investment.

<sup>3</sup>Companies receiving investment from more than one Badger Fund Portfolio Fund.

In aggregate, for every \$1 invested by the Badger Fund, an additional \$5.1 from other investors has been invested in these Wisconsin-based companies. The following table summarizes the impact of Badger Fund portfolio companies in terms of employment and payroll.



Badger Fund Economic Development Summary	A	As Of 9/30/23		
Total WI Employees		220		
Total Quarterly WI Payroll	\$	5,010,382		
Average Employee Salary	\$	91,098		
Median WI Household Income <sup>2</sup>	\$	67,080		

<sup>1</sup>Data collected from Badger Fund portfolio funds

<sup>2</sup>United States Census Bureau, 2021

Note: Data for companies exited at a gain fixed at last date of reporting

All companies receiving investment besides one are considered Qualified New Business Ventures (QNBV) per Wisconsin Statutes and therefore are eligible for 2003 Act 255 tax credits. For additional information regarding the active portfolio companies which have received investment from Badger Fund portfolio funds to date, please see Appendix B. For additional detail regarding company investments, please see Appendix C.

# **Capital Calls**

As of September 30, 2023, the Badger Fund had issued eighteen capital calls to Limited Partners. Based on anticipated capital needs for portfolio funds, the Badger Fund anticipates making its next capital call late in the first quarter of 2024.

# **Summary**

The quarter ended September 30, 2023 was a slow quarter following a very active fiscal year ending June 30, 2023. This slowdown in funding is broadly reflective of challenging economic conditions in the venture capital industry and portfolio fund managers patiently waiting for valuations to drop. We remain optimistic about the portfolio and see a number of promising companies with growth prospects in the current economic climate. We continue to work closely with portfolio fund managers regarding the opportunities they are seeing and the setbacks they are facing in their portfolios.

If you have any questions or wish to discuss any aspect of this report, please do not hesitate to contact myself or Ken Johnson.

Best Regards,

Brian Bik

Brian Birk President Sun Mountain Kegonsa, LLC

Kenneth U. Johnson Partner Sun Mountain Kegonsa, LLC



# Appendix A – Portfolio Fund Summaries

# Seed Stage Funds

Fund Name	Summary
<b>Idea Fund of La Crosse</b>	<b>Idea Fund of La Crosse</b> focuses on seed stage startup companies in Westerr
102 Jay Street, Suite 400	Wisconsin. The fund is based in La Crosse, Wisconsin. The fund is managed by
La Crosse, Wisconsin	Jonathon Horne, a La Crosse native with professional experience in the
ideafundvc.com	financial services industry.
<b>Winnebago Seed Fund</b>	Winnebago Seed Fund focuses on seed stage startup companies in the Fox
124 W. Wisconsin Ave, Suite 240F	Valley region. The fund is based in Neenah, Wisconsin. The fund is managed by
Neenah, Wisconsin	David Trotter, a native of the Fox Valley with investment management
winnebagoseedfund.com	experience.
<b>Winnow Fund</b>	Winnow Fund focuses on formation and seed stage companies related to
2858 University Avenue, Suite 256	universities in the State of Wisconsin. The fund is based in Madison, Wisconsin
Madison, Wisconsin	The fund is managed by Richelle Martin, a Wisconsin native with experience in
winnowfund.com	commercializing university intellectual property.
<b>Gateway Capital</b>	Gateway Capital Fund focuses on seed stage startup companies in the
1433 N. Water Street, Suite 400	Milwaukee County region. The fund is based in Milwaukee, Wisconsin. The
Milwaukee, Wisconsin	fund is managed by Dana Guthrie, a Milwaukee resident with experience in
Gwaycapital.com	corporate and engineering roles as well as angel investment.

# Growth Stage Funds

Fund Name	Summary				
<b>Rock River Capital Partners</b> 821 East Washington Ave Madison, Wisconsin rockrivercapital.com	<b>Rock River Capital Partners</b> focuses on growth stage startup companies across Wisconsin. The fund is based in Madison, Wisconsin. The fund is managed by Andrew Walker and Christopher Eckstrom, Wisconsin natives. Andrew Walker has experience successfully managing startup companies. Christopher Eckstrom has experience in institutional investment management.				



# Appendix B – Active Portfolio Company Summaries

Company Name	<u>Summary</u>
Agrograph 3830 Council Crest	Agrograph provides a platform that delivers accurate and timely information on cro yields, land sustainability, risk assessment and other agricultural information and fie
Madison, Wisconsin AiQ Solutions 8025 Excelsior Dr	scale. AiQ Solutions is a software company focused on tracking cancerous tumors. The company's software is based on technology from the Wisconsin Alumni Resear
Madison, Wisconsin	Foundation (WARF).
AirDeck 7 Paget Rd, Madison, Wisconsin	<b>AirDeck</b> is a document/presentation platform that provides innovative voice-bas solutions for presenters.
American Provenance 9873 Blue Valley Rd Mt. Horeb, Wisconsin	American Provenance is a consumer products company which provides hand-craft natural personal care and wellness products.
Arbre Technologies PO Box 622 Stevens Point, Wisconsin	Arbre Technologies is focused on revolutionizing asset management for tree nurser and other green asset companies via a state-of-the-art software combined w innovative hardware applications.
Backtrack Video 1935 Stonebridge Rd West Bend, Wisconsin	Backtrack Video provides a platform to connect buyers and sellers of videos related accidents, incidents and crime.
Cold Water Technologies 2207 Dahlk Circle Verona, Wisconsin	Cold Water Technologies produces animal supplements for pet allergies under t Happy Scratch brand.
Distribution Depot 100 South Beaumont Ave Brookfield, Wisconsin	<b>Distribution Depot</b> is an electronics supplier platform that specializes in HVAC goods a services
<b>DropCap</b> 232 3 <sup>rd</sup> Street NW, Suite 202 La Crosse, Wisconsin	<b>DropCap</b> provides software to help book publishers market, license and manage th subsidiary rights.
Fenster Analytics 2813 N Military Road Cross Plains, Wisconsin	Fenster Analytics is a technology company which has developed a SaaS produ- providing data analytics and visualization for small to mid-sized video game developme studios.
Gentueri 7126 New Washburn Way Madison, Wisconsin	Gentueri provides innovate solutions for the collection, packaging, preservation a processing of biological samples.
Golgix PO Box 1388 Milwaukee, Wisconsin	<b>Golgix</b> is a manufacturing AI software as a service offering to assist manufacturers reducing unplanned downtime with existing machine data through root cause analy and ultimately predictive maintenance.
<b>Ictect</b> 125 East State St Burlington, Wisconsin	<b>Ictect</b> is a provider of AI-based automation solutions designed to optimize conte workflows and reduce costs.
KaPloint 7233 Elmwood Ave Middleton, Wisconsin	<b>KaPloint</b> is a developer of a marketing technology platform intended to develop t casino industry's global mobile player platform.
Kilter Rewards 811 E. Washington Ave, Suite 500 Madison, Wisconsin	<b>Kilter Rewards</b> is the developer of a personal fitness and wellness platform designed build healthier communities by enabling more active lifestyles.
MSB Technologies (dba Village) 131 E. Barstow St Wauwatosa, Wisconsin	MSB Technologies provides a three sided marketplace for out of school education.
<b>Part Analytics</b> N19 W24400 Riverwood Dr Waukesha, Wisconsin	<b>Part Analytics</b> is focused on saving electronic OEMs money by providing actional insights related to cost reduction and supply chain risk.
Playback Rewards 821 E Washington Ave, Suite 200 Madison, Wisconsin	<b>Playback Rewards</b> is a software company that provides a loyalty program for video gas purchases.
Plumb Pharmaceuticals 1202 Ann St, Suite 122 Madison, Wisconsin	Plumb Pharmaceuticals is developing a proprietary lipid-based drug delivery system improve release times of pharmaceuticals. Their first product is focused on improv opioid addiction treatment.
Pure Oxygen Labs (URL Genius) 8383 Greenway Blvd Madison, Wisconsin	Pure Oxygen Labs (URL Genius) is a software company focused on marketing a advertising automation technology.

Quiver Quantitative 408 W Lesson St Spring Green, Wisconsin	Quiver Quantitative provides a free, alternative data platform designed for retail investors.
Reach Works 1201 N. Main St Viroqua, Wisconsin	Reach Works is a specialty beverage concept company.
Ready Set Technologies 860 O Keefe Rd De Pere, Wisconsin	<b>Ready Set Technologies</b> provides a retail platform to provide strategic technological and aesthetic expertise to retailers.
Rebate Bus 821 E. Washington Ave Madison, Wisconsin	Rebate Bus provides a platform for expediting the delivery of utility rebates and incentives.
Revive (dba Geno.Me) 1433 N. Water Street, Suite 400 Milwaukee, Wisconsin	<b>Geno.Me</b> is a biotechnology company that connects electronic health records with genetic services such as 23 and Me.
Roddy Medical 1225 Discovery Pkwy Wauwatosa, Wisconsin	Roddy Medical develops Class I Medical devices focused on patient safety and mobility.
RoofMarketplace 204 South Ash Lane Whitewater, Wisconsin	RoofMarketplace is the developer of an online roof replacement marketplace intended to offer quotes on a roofing project and connect homeowners and property managers with qualified roofing contractors.
Sift Medical Data 3268 N. Hacket Ave Milwaukee, Wisconsin	<b>Sift Medical Data</b> is a healthcare analytics platform that leverages data sources to reduce claims denials, increase patient collection rates and capture clinical insights for clients.
Smart Care 312 S. Barstow St. Suite 2 Eau Claire, Wisconsin	Smart Care provides a business automation software for home healthcare providers.
Socialeads 925 E. Wells Street, Suite 1123 Milwaukee, Wisconsin	<b>Socialeads</b> is an artificial intelligence (AI) platform that helps financial services companies and their advisors to automatically know the size, depth and value of their professional and social networks.
<b>Spin Live (fka Gravy Live)</b> 202 State St, Suite 200 Madison, Wisconsin	<b>Spin Live</b> is an e-commerce company focused on creating a unique online retail experience for consumers and marketers.
<b>The Way Out</b> 1433 N. Water Street, Suite 400 Milwaukee, Wisconsin	The Way Out is an anti-bias employment platform focused on breaking the cycle of incarceration.
<b>Tip a ScRxipt</b> 1433 N. Water Street, Suite 400 Milwaukee, Wisconsin	<b>Tip a ScRxipt</b> provides a crowd-sourced platform for sending and requesting money when individuals face difficulties paying for medication out-of-pocket.
<b>Tixora</b> 1001 University Ave, Suite 805 Madison, Wisconsin	<b>Tixora</b> provides a mobile application for the collection of municipal public transit fares and transit tracking.
<b>Zihi</b> 2801 Marshall Ct. Madison, Wisconsin	<b>Zihi</b> is an Artificial Intelligence/Machine Learning-enabled endurance sports training platform for coaches and athletes.

# Appendix C – Company Investment Detail

Badger Fund of Funds - Portfolio Funds								
Company Investments		rtfolio Fund		Badger Fund		Total Capital	WI Employees	WI Employees
As Of 9/30/23	<u>In</u>	vestment <sup>1</sup>		Amount <sup>1</sup>		Raised	At Investment	Current
Company A	\$	667,009	\$	266,804	\$	1,908,000	3	17
Company B	\$	3,620,914	\$	1,399,689	\$	14,940,000	7	14
Company C	\$	400,000	\$	160,000	\$	400,000	2	0
Company D	\$	487,899	\$	195,160	\$	1,000,000	4	5
Company E	\$	750,000	\$	300,000	\$	1,250,000	3	4
Company F	\$	1,806,459	\$	704,784	\$	2,445,000	2	2
Company G	\$	804,123	\$	321,649	\$	956,500	2	0
Company H	\$	624,999	\$	250,000	\$	750,000	1	2
Company I	\$	2,451,810	\$	947,615	\$	5,408,576	13	0
Company J	\$	666,087	\$	266,435	\$	650,000	9	7
Company K	\$	500,000	\$	200,000	\$	500,000	0	0
Company L	\$	575,000	\$	230,000	\$	3,925,000	2	2
Company M	\$	1,000,000	\$	377,715	\$	1,000,000	2	5
Company N	\$	755,000	\$	302,000	\$	740,000	2	2
Company O	\$	2,670,000	\$	1,037,915	\$	6,750,000	3	22
Company P	\$	2,500,000	\$	944,287	\$	13,500,000	8	22
Company Q	\$	635,000	\$	254,000	\$	709,000	1	1
Company R	\$	500,000	\$	200,000	\$	500,000	1	0
Company S	\$	1,775,000	\$	1,182,144	\$	4,750,000	6	21
Company T	\$	400,000	\$	151,086	\$	500,000	1	1
Company U	\$	2,377,622	\$	916,461	\$	4,250,000	5	3
Company V	\$	367,501	\$	147,000	\$	2,625,000	2	3
Company W	\$	849,480	\$	339,792	\$	1,746,571	3	4
Company X	\$	350,000	\$	140,000	\$	595,100	0	1
Company Y	\$	250,003	\$	94,430	\$	700,000	5	4
Company Z	\$	2,050,000	\$	774,315	\$	6,250,000	8	33
Company AA	\$	599,988	\$	299,994	\$	574,990	2	2
Company AB	\$	625,000	\$	293,750	\$	1,400,000	3	5
Company AC	\$	425,000	\$	212,500	\$	475,000	1	3
Company AD	\$	400,001	\$	148,149	\$	400,000	1	1
Company AE	\$	599,998	\$	222,221	\$	2,799,998	2	6
Company AF	\$	800,000	\$	302,172	\$	3,000,000	3	3
Company AG	\$	100,000	\$	50,000	\$	100,000	1	0
Company AH	\$	300,000	\$	111,111	\$	300,000	2	2
Company Al	\$	500,000	\$	250,000	\$	500,000	1	2
Company AJ	\$	400,000	\$	148,148	\$	400,000	2	2
Company AK	\$	400,000	\$	148,148	\$	432,432	2	2
Company AL	\$	250,000	\$	94,429	\$	750,000	3	6
Company AM	\$	400,000	\$	148,148	\$	600,000	2	2
Company AN	\$	500,000	\$	250,000	\$	500,000	0	4
Company AO	\$	1,000,000	\$	377,715	\$	2,200,000	1	3
Company AP	\$	500,000	\$	250,000	\$	500,000	1	2
Total	\$	37,633,893	\$	15,409,765	\$	93,681,167	122	220

Note: Companies anonymized quarterly in reporting of investment and employment data to protect confidential company information. <sup>1</sup>The Portfolio Fund Investment Amount is inclusive of the Badger Fund Amount. The Badger Fund Amount represents the portion of a portfolio fund's investment that is attributable to the Badger Fund's commitment to that fund.