

Girl Scouts of San Jacinto Council

Financial Statements
and Independent Auditors' Report
for the years ended August 31, 2024 and 2023

Girl Scouts of San Jacinto Council

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Independent Auditors' Report

To the Board of Directors of
Girl Scouts of San Jacinto Council:

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of Girl Scouts of San Jacinto Council, which comprise the statements of financial position as of August 31, 2024 and 2023, and the related statements of activities, of functional expenses, and of cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Girl Scouts of San Jacinto Council as of August 31, 2024 and 2023, 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.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the *Auditors' Responsibilities for the Audit of the Financial Statements* section of our report. We are required to be independent of Girl Scouts of San Jacinto Council and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Girl Scouts of San Jacinto Council's ability to continue as a going concern for one year after the date that the financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Girl Scouts of San Jacinto Council's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Girl Scouts of San Jacinto Council's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. Supplementary information in the supplemental statements of revenue for the years ended August 31, 2024 and 2023 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in our audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Blazek & Vetterling

January 29, 2025

Girl Scouts of San Jacinto Council

Statements of Financial Position as of August 31, 2024 and 2023

| | <u>2024</u> | <u>2023</u> |
|--|----------------------|----------------------|
| ASSETS | | |
| Cash and cash equivalents <i>(Notes 3 and 5)</i> | \$ 1,091,539 | \$ 735,922 |
| Operating contributions receivable, net <i>(Note 4)</i> | 442,084 | 533,311 |
| Prepaid expenses and other receivables | 381,787 | 270,652 |
| Investments <i>(Note 5)</i> | 23,658,836 | 23,439,233 |
| Inventory | 828,133 | 725,849 |
| Operating right-of-use assets <i>(Note 7)</i> | 688,506 | 791,951 |
| Cash and cash equivalents restricted for capital projects <i>(Notes 3 and 5)</i> | 2,301,257 | |
| Contributions receivable restricted for capital projects, net <i>(Note 4)</i> | 2,418,945 | 504,620 |
| Investments held for endowment <i>(Note 5)</i> | 9,902,463 | 8,837,931 |
| Property and equipment, net <i>(Note 6)</i> | <u>14,463,865</u> | <u>14,859,096</u> |
| TOTAL ASSETS | <u>\$ 56,177,415</u> | <u>\$ 50,698,565</u> |
| LIABILITIES AND NET ASSETS | | |
| Liabilities: | | |
| Accounts payable | \$ 873,515 | \$ 711,311 |
| Accrued payroll liabilities | 615,192 | 556,062 |
| Construction payable | 181,443 | |
| Deferred revenue: | | |
| Special events | 205,250 | 166,250 |
| Program service fees | 448,633 | 286,208 |
| Operating lease liabilities <i>(Note 7)</i> | <u>707,053</u> | <u>803,503</u> |
| Total liabilities | <u>3,031,086</u> | <u>2,523,334</u> |
| Commitments <i>(Note 6)</i> | | |
| Net assets: | | |
| Without donor restrictions | 37,711,317 | 37,646,090 |
| With donor restrictions <i>(Notes 8 and 9)</i> | <u>15,435,012</u> | <u>10,529,141</u> |
| Total net assets | <u>53,146,329</u> | <u>48,175,231</u> |
| TOTAL LIABILITIES AND NET ASSETS | <u>\$ 56,177,415</u> | <u>\$ 50,698,565</u> |

See accompanying notes to financial statements.

Girl Scouts of San Jacinto Council

Statement of Activities for the year ended August 31, 2024

| | WITHOUT DONOR RESTRICTIONS | WITH DONOR RESTRICTIONS | TOTAL |
|--|-------------------------------|----------------------------|----------------------|
| REVENUE: | | | |
| Public support contributions: | | | |
| Contributions | \$ 275,672 | \$ 4,681,179 | \$ 4,956,851 |
| United Way allocation | 3,828 | 715,896 | 719,724 |
| Special events | 373,525 | | 373,525 |
| Direct donor benefits – special events | (125,358) | | (125,358) |
| Government grants | | 140,703 | 140,703 |
| Cookie and fall product sales | 20,565,817 | | 20,565,817 |
| Cost of cookie and fall product sales | (6,371,587) | | (6,371,587) |
| Shop and trading post sales | 968,007 | | 968,007 |
| Cost of shop and trading post sales | (553,989) | | (553,989) |
| Program service fees | 1,078,447 | | 1,078,447 |
| Net investment return | 1,481,571 | 1,090,569 | 2,572,140 |
| Other revenue | <u>137,328</u> | | <u>137,328</u> |
| Net revenue | 17,833,261 | 6,628,347 | 24,461,608 |
| Net assets released from restrictions: | | | |
| Expenditures for programs | 1,651,816 | (1,651,816) | |
| Expenditures for capital projects | <u>70,660</u> | <u>(70,660)</u> | |
| Total revenue | <u>19,555,737</u> | <u>4,905,871</u> | <u>24,461,608</u> |
| EXPENSES: | | | |
| Program services: | | | |
| Girl Scout Leadership Experience | <u>17,448,969</u> | | <u>17,448,969</u> |
| Supporting services: | | | |
| Management and general | 1,673,925 | | 1,673,925 |
| Fundraising | <u>1,138,663</u> | | <u>1,138,663</u> |
| Total supporting services | <u>2,812,588</u> | | <u>2,812,588</u> |
| Total expenses | <u>20,261,557</u> | | <u>20,261,557</u> |
| OTHER CHANGES: | | | |
| Gain on sale of property | <u>771,047</u> | | <u>771,047</u> |
| CHANGES IN NET ASSETS | 65,227 | 4,905,871 | 4,971,098 |
| Net assets, beginning of year | <u>37,646,090</u> | <u>10,529,141</u> | <u>48,175,231</u> |
| Net assets, end of year | <u>\$ 37,711,317</u> | <u>\$ 15,435,012</u> | <u>\$ 53,146,329</u> |

See accompanying notes to financial statements.

Girl Scouts of San Jacinto Council

Statement of Activities for the year ended August 31, 2023

| | WITHOUT DONOR RESTRICTIONS | WITH DONOR RESTRICTIONS | TOTAL |
|--|-------------------------------|----------------------------|----------------------|
| REVENUE: | | | |
| Public support contributions: | | | |
| Contributions | \$ 288,068 | \$ 1,410,304 | \$ 1,698,372 |
| United Way allocation | 2,560 | 718,995 | 721,555 |
| Special events | 353,987 | | 353,987 |
| Direct donor benefits – special events | (97,010) | | (97,010) |
| Government grants | | 121,081 | 121,081 |
| Cookie and fall product sales | 18,567,736 | | 18,567,736 |
| Cost of cookie and fall product sales | (5,932,290) | | (5,932,290) |
| Shop and trading post sales | 1,048,416 | | 1,048,416 |
| Cost of shop and trading post sales | (585,899) | | (585,899) |
| Program service fees | 1,226,708 | | 1,226,708 |
| Net investment return | 787,690 | 49,419 | 837,109 |
| Other revenue | <u>198,469</u> | | <u>198,469</u> |
| Net revenue | 15,858,435 | 2,299,799 | 18,158,234 |
| Net assets released from restrictions: | | | |
| Expenditures for programs | 1,487,207 | (1,487,207) | |
| Expenditures for capital projects | <u>122,725</u> | <u>(122,725)</u> | |
| Total revenue | <u>17,468,367</u> | <u>689,867</u> | <u>18,158,234</u> |
| EXPENSES: | | | |
| Program services: | | | |
| Girl Scout Leadership Experience | <u>16,504,953</u> | | <u>16,504,953</u> |
| Supporting services: | | | |
| Management and general | 1,670,007 | | 1,670,007 |
| Fundraising | <u>940,264</u> | | <u>940,264</u> |
| Total supporting services | <u>2,610,271</u> | | <u>2,610,271</u> |
| Total expenses | <u>19,115,224</u> | | <u>19,115,224</u> |
| CHANGES IN NET ASSETS | (1,646,857) | 689,867 | (956,990) |
| Net assets, beginning of year | <u>39,292,947</u> | <u>9,839,274</u> | <u>49,132,221</u> |
| Net assets, end of year | <u>\$ 37,646,090</u> | <u>\$ 10,529,141</u> | <u>\$ 48,175,231</u> |

See accompanying notes to financial statements.

Girl Scouts of San Jacinto Council

Statement of Functional Expenses for the year ended August 31, 2024

| | GIRL SCOUT LEADERSHIP EXPERIENCE | MANAGEMENT AND GENERAL | FUNDRAISING | TOTAL EXPENSES |
|---|--|---------------------------|---------------------|----------------------|
| Salaries | \$ 7,783,051 | \$ 1,115,283 | \$ 604,403 | \$ 9,502,737 |
| Health and retirement benefits | 1,158,016 | 165,939 | 89,927 | 1,413,882 |
| Payroll taxes | 680,228 | 97,474 | 52,824 | 830,526 |
| Professional and contractual fees | 564,475 | 79,393 | 222,891 | 866,759 |
| Conference and conventions | 73,626 | 460 | 3,234 | 77,320 |
| Supplies | 1,025,081 | 6,184 | 12,830 | 1,044,095 |
| Telecommunications | 241,476 | 21,873 | 12,158 | 275,507 |
| Postage and shipping | 55,618 | 1,337 | 6,074 | 63,029 |
| Occupancy | 1,760,660 | 44,832 | 32,227 | 1,837,719 |
| Equipment and software cost | 692,078 | 61,539 | 34,543 | 788,160 |
| Printing and publications | 301,807 | 593 | 4,752 | 307,152 |
| Travel and meetings | 126,947 | 14,764 | 13,494 | 155,205 |
| Vehicle costs | 131,793 | 1,044 | 739 | 133,576 |
| Specific assistance to individuals | 790,303 | | | 790,303 |
| Insurance | 564,001 | 15,527 | 10,064 | 589,592 |
| Depreciation | 1,430,793 | 20,616 | 10,904 | 1,462,313 |
| Other | 69,016 | 27,067 | 27,599 | 123,682 |
| Total expenses | <u>\$ 17,448,969</u> | <u>\$ 1,673,925</u> | <u>\$ 1,138,663</u> | 20,261,557 |
| Cost of cookie and fall product sales: | | | | |
| Materials and supplies | | | | 5,090,942 |
| Troop incentives | | | | 543,070 |
| Delivery and other costs | | | | 737,575 |
| Cost of shop and trading post sales – merchandise | | | | 553,989 |
| Direct donor benefits – special events | | | | <u>125,358</u> |
| Total | | | | <u>\$ 27,312,491</u> |

See accompanying notes to financial statements.

Girl Scouts of San Jacinto Council

Statement of Functional Expenses for the year ended August 31, 2023

| | GIRL SCOUT LEADERSHIP EXPERIENCE | MANAGEMENT AND GENERAL | FUNDRAISING | TOTAL EXPENSES |
|---|--|---------------------------|-------------------|----------------------|
| Salaries | \$ 7,161,339 | \$ 1,084,732 | \$ 525,420 | \$ 8,771,491 |
| Health and retirement benefits | 1,076,075 | 162,994 | 78,951 | 1,318,020 |
| Payroll taxes | 638,222 | 96,672 | 46,826 | 781,720 |
| Professional and contractual fees | 653,506 | 83,280 | 130,132 | 866,918 |
| Conference and conventions | 97,891 | 1,139 | 15,220 | 114,250 |
| Supplies | 906,003 | 5,617 | 12,981 | 924,601 |
| Telecommunications | 286,742 | 23,594 | 11,785 | 322,121 |
| Postage and shipping | 48,964 | 1,326 | 4,686 | 54,976 |
| Occupancy | 1,539,438 | 43,920 | 31,572 | 1,614,930 |
| Equipment and software cost | 604,304 | 56,241 | 28,824 | 689,369 |
| Printing and publications | 290,586 | 1,038 | 8,515 | 300,139 |
| Travel and meetings | 205,938 | 13,966 | 11,099 | 231,003 |
| Vehicle costs | 123,303 | 1,182 | 785 | 125,270 |
| Specific assistance to individuals | 778,701 | | | 778,701 |
| Insurance | 519,990 | 15,782 | 9,871 | 545,643 |
| Depreciation | 1,533,621 | 27,527 | 15,091 | 1,576,239 |
| Other | <u>40,330</u> | <u>50,997</u> | <u>8,506</u> | <u>99,833</u> |
| Total expenses | <u>\$ 16,504,953</u> | <u>\$ 1,670,007</u> | <u>\$ 940,264</u> | 19,115,224 |
| Cost of cookie and fall product sales: | | | | |
| Materials and supplies | | | | 4,935,018 |
| Troop incentives | | | | 504,808 |
| Delivery and other costs | | | | 492,464 |
| Cost of shop and trading post sales – merchandise | | | | 585,899 |
| Direct donor benefits – special events | | | | <u>97,010</u> |
| Total | | | | <u>\$ 25,730,423</u> |

See accompanying notes to financial statements.

Girl Scouts of San Jacinto Council

Statements of Cash Flows for the years ended August 31, 2024 and 2023

| | <u>2024</u> | <u>2023</u> |
|---|---------------------|-----------------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES: | | |
| Changes in net assets | \$ 4,971,098 | \$ (956,990) |
| Adjustments to reconcile changes in net assets to net cash provided (used) by operating activities: | | |
| Depreciation | 1,462,313 | 1,576,239 |
| Contributions restricted for capital projects | (3,959,729) | (835,470) |
| (Gain) loss on disposal of property and equipment | (771,047) | 8,882 |
| Contributions restricted for endowment | (8,962) | (26,645) |
| Net realized and unrealized gain on investments | (1,282,717) | (247,123) |
| Changes in operating assets and liabilities: | | |
| United Way allocation receivable | 2,579 | (12,870) |
| Operating contributions receivable | 84,924 | 65,212 |
| Prepaid expenses and other receivables | (111,135) | 2,188 |
| Inventory | (102,284) | (26,165) |
| Operating lease assets and liabilities | 6,995 | 11,552 |
| Accounts payable | 162,204 | (141,296) |
| Accrued payroll liabilities | 59,130 | 68,831 |
| Deferred revenue | <u>201,425</u> | <u>204,484</u> |
| Net cash provided (used) by operating activities | <u>714,794</u> | <u>(309,171)</u> |
| CASH FLOWS FROM INVESTING ACTIVITIES: | | |
| Purchases of investments | (15,056,419) | (67,950,349) |
| Proceeds from sale of investments | 6,128,093 | 10,014,024 |
| Proceeds from maturities of investments | 12,502,849 | 64,710,000 |
| Net change in money market mutual funds held as investments | (3,575,941) | (6,669,210) |
| Purchases of property and equipment | (885,639) | (979,185) |
| Proceeds from sale of property and equipment | <u>771,047</u> | <u> </u> |
| Net cash used by investing activities | <u>(116,010)</u> | <u>(874,720)</u> |
| CASH FLOWS FROM FINANCING ACTIVITIES: | | |
| Proceeds from contributions restricted for capital projects | 2,049,128 | 347,886 |
| Proceeds from contributions restricted for endowment | <u>8,962</u> | <u>26,645</u> |
| Net cash provided by financing activities | <u>2,058,090</u> | <u>374,531</u> |
| NET CHANGE IN CASH AND CASH EQUIVALENTS | 2,656,874 | (809,360) |
| Cash and cash equivalents, beginning of year | <u>735,922</u> | <u>1,545,282</u> |
| Cash and cash equivalents, end of year | <u>\$ 3,392,796</u> | <u>\$ 735,922</u> |
| <i>Reconciliation of cash and cash equivalents:</i> | | |
| Cash and cash equivalents | \$ 1,091,539 | \$ 735,922 |
| Cash and cash equivalents restricted for capital projects | <u>2,301,257</u> | <u> </u> |
| Total cash and cash equivalents | <u>\$ 3,392,796</u> | <u>\$ 735,922</u> |

See accompanying notes to financial statements.

Girl Scouts of San Jacinto Council

Notes to Financial Statements for the years ended August 31, 2024 and 2023

NOTE 1 – ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization – Girl Scouts of San Jacinto Council (GSSJC) was chartered by Girl Scouts of the USA (GSUSA) in 1922 and is one of the largest Girl Scout councils in the nation with over 39,000 girls served across 26 counties in southeast Texas and 18,000 adult members who gave their time and talents in 2024. Girl Scouting builds girls of courage, confidence and character, who make the world a better place. Girl Scouts also unleashes resiliency and the potential in every girl, providing her with life and leadership skills to last a lifetime. Locally, GSSJC offers outdoor experiences at its 8 camp properties and gives girls the opportunity to develop life, STEM (science, technology, engineering and math) and entrepreneurial skills through engaging, challenging and fun activities. Girls learn to care about, inspire and team with others locally and globally. Through the Girl Scout Leadership Experience, girls in kindergarten through 12th grade learn to understand themselves and their values and use their knowledge and skills to explore the world.

In 2024, GSSJC launched a capital campaign to raise funds for priority projects at three of its most popular camps: Casa Mare in Seabrook and the Treelake complex in Conroe. The campaign aims to raise \$14.3 million for new camper facilities, enhanced equipment and spaces for outdoor activities, infrastructure upgrades, and endowment funds for long-term maintenance. As of August 31, 2024, the campaign has raised \$7 million.

Federal income tax status – GSSJC is exempt from federal income tax under §501(c)(3) of the Internal Revenue Code and is classified as a public charity under §509(a)(1) and §170(b)(1)(A)(vi).

Cash equivalents are highly liquid financial instruments with original maturities of three months or less which are not restricted for long-term purposes. Cash equivalents that are not needed to meet immediate operating cash requirements or are restricted for long-term purposes are reported as investments.

Contributions receivable that are expected to be collected within one year are reported at net realizable value. Contributions receivable that are expected to be collected in future years are discounted to estimate the present value of future cash flows. Amortization of discounts is included in contribution revenue. An allowance for uncollectible contributions is estimated based on management’s periodic evaluation of past loss experience, known adverse situations that may affect the donor’s ability to pay, and current economic conditions.

Investments are reported at fair value. Net investment return consists of interest and dividends, realized and unrealized gains and losses, net of external and direct internal investment expenses.

Inventory is reported at the lower of cost or net realizable value, with cost being determined on a periodic weighted-average basis. Inventory primarily consists of uniforms, badges, handbooks and supplies used by members in their Girl Scout activities. Inventory is primarily purchased from GSUSA.

Operating lease right-of-use assets – A right-of-use asset is recognized at the present value of the lease payments at inception of the lease. Lease expense is recognized on a straight-line basis. GSSJC elected to not separate the lease components and the non-lease components for real estate leases. GSSJC recognizes leases with a lease term of 12 months or less as expense on a straight-line basis over the lease term.

Property and equipment is reported at cost if purchased and at fair value at the date of gift if donated. Depreciation is provided on a straight-line basis over estimated useful lives of 3 to 40 years. GSSJC capitalizes property and equipment that have a useful life greater than one year and a cost of more than \$2,500.

Net asset classification – Net assets, revenue, gains, and losses are classified based on the existence or absence of donor-imposed restrictions, as follows:

- *Net assets without donor restrictions* are not subject to donor-imposed restrictions even though their use may be limited in other respects such as by contract or board designation.

- *Net assets with donor restrictions* are subject to donor-imposed restrictions. Restrictions may be temporary in nature, such as those that will be met by the passage of time or use for a purpose specified by the donor, or may be perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Net assets are released from restrictions when the stipulated time has elapsed, or purpose has been fulfilled, or both. Contributions of long-lived assets and of assets restricted for acquisition of long-lived assets are released when those assets are placed in service unless the donor also has placed a time restriction on the use of the long-lived asset, in which case the release occurs over the term of the time restriction. Donor-restricted endowment earnings are released when those earnings are appropriated in accordance with spending policies and are used for the stipulated purpose.

Contributions are recognized as revenue at fair value when an unconditional commitment is received from the donor. Contributions received with donor stipulations that limit their use are classified as *with donor restrictions*. Conditional contributions are subject to one or more barriers that must be overcome before GSSJC is entitled to receive or retain funding. Conditional contributions are recognized as revenue at fair value when the conditions have been met. Funding received before conditions are met is reported as a refundable advance. At August 31, 2024, approximately 47% of contributions are from five donors, and at August 31, 2023, approximately 48% of contributions are from two donors.

Nonfinancial asset contributions – Donated materials and use of facilities are recognized at fair value as unrestricted contributions when an unconditional commitment is received from the donor. The related expense is recognized as the item is used. Contributions of services are recognized when services received (a) create or enhance nonfinancial 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. The fair value of in-kind contributions for rent is estimated using recent comparable rental rates for the area, while supplies and services are based on retail value and prevailing rates for similar services. There were in-kind contributions of approximately \$75,000 and \$77,000 recognized in fiscal years 2024 and 2023, respectively.

A substantial number of volunteers have contributed their time to fill approximately 60 Board of Directors and Board Committee positions, more than 300 community and 50 region positions, and more than 18,000 troop positions. These volunteers, who may fill multiple roles, provide assistance with programs, administration and fundraising. No amount has been recognized in the financial statements for these services because they did not meet the criteria for recognition under generally accepted accounting principles.

Special events revenue is the total amount paid by sponsors and attendees of an event and includes elements of both contributions and exchange transactions. Special events revenue is recognized when the event occurs. Amounts received in advance of an event are reported as deferred revenue. Direct donor benefits represent the cost of goods and services provided to attendees of special events.

Revenue from product sales and program service fees are recognized as the services or products are provided as follows:

- *Cookie and fall product sales* are reflected at the amount of consideration GSSJC expects to receive, which is net of troop bonuses totaling \$3,839,490 and \$3,849,601 for the years ended August 31, 2024 and 2023, respectively. The standard troop revenue share is 15% of the selling price, or in the case of older troops, up to 16.67%. GSSJC recognizes the revenue when the related products are provided to the customer. All payments are due at the time of sale by the troop member.
- *Shop and trading post sales* occur in several locations to provide material and supplies to troop members. Revenue is recognized when the related products are provided, net of discounts. All payments are due at the point of sale.
- *Other program service fees* include camps and other events for troops. These fees are recognized when services are provided to the girl scout member, in an amount that reflects the consideration GSSJC expects to be entitled to in exchange for the summer overnight camp or event. The nature of these services does not give rise to contract costs or any variable considerations, warranties or other obligations. Payments are usually due ahead of the camp or event. Amounts received but unearned are included in the statement of financial position as deferred revenue. At August 31, 2024, 2023 and 2022, deferred revenues were \$448,633, \$286,208 and \$137,939, respectively.

There are no contract receivables at August 31, 2024, 2023 or 2022.

Functional allocation of expenses – Expenses are reported by their functional classification. Program services are the direct conduct or supervision of activities that fulfill the purposes for which the organization exists. Fundraising activities include the solicitation of contributions of money, securities, materials, facilities, other assets, and time. Management and general activities are not directly identifiable with specific program or fundraising activities. Expenses that are attributable to more than one activity are allocated among the activities benefitted. Salaries and related costs are allocated on the basis of estimated time and effort expended. Depreciation and occupancy costs are allocated based on square footage.

Estimates – Management must make estimates and assumptions to prepare financial statements in accordance with generally accepted accounting principles. These estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, the amounts reported as revenue and expenses, and the allocation of expenses among various functions. Actual results could vary from the estimates that were used.

NOTE 2 – LIQUIDITY AND AVAILABILITY OF RESOURCES

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use within one year of August 31 comprise the following:

| | <u>2024</u> | <u>2023</u> |
|--|----------------------|----------------------|
| Financial assets: | | |
| Cash and cash equivalents | \$ 3,392,796 | \$ 735,922 |
| Contributions receivable, net | 2,861,029 | 1,037,931 |
| Receivables and other assets | 177,239 | 56,557 |
| Investments | 23,658,836 | 23,439,233 |
| Inventory | 828,133 | 725,849 |
| Investments held for endowment | <u>9,902,463</u> | <u>8,837,931</u> |
| Total financial assets | 40,820,496 | 34,833,423 |
| Less financial assets not available for general expenditure: | | |
| Endowment investments (less budgeted appropriations) | (9,902,463) | (8,802,931) |
| Other donor-restricted contributions not expected to be available | (148,703) | (256,036) |
| Donor-restricted investments and contributions held for capital expenditures | (4,742,000) | (853,787) |
| Board-approved budgeted capital expenditures | (457,200) | (747,000) |
| Board-designated cash and contributions held for future operating and capital projects | <u>(6,516,047)</u> | <u>(6,145,000)</u> |
| Total financial assets available for general expenditure | <u>\$ 19,054,083</u> | <u>\$ 18,028,669</u> |

The amount of GSSJC’s financial assets available for general expenditure at fiscal year end 2024 and 2023 includes seasonal cookie program proceeds. Cookie program proceeds (GSSJC’s largest revenue source) are received between February and May each year. The proceeds raised in one fiscal year fund the following year’s budgeted operating and capital expenditures. Annual budgets are developed with a target of 6-12 months of liquid assets available for general expenditures at the end of each fiscal year to support the next year’s operations.

When assessing available liquidity, GSSJC compares its financial assets available for general expenditure to its annual operating expenditure forecast for the upcoming year to support its ongoing mission. Capital campaign proceeds and endowment earnings are excluded from the calculation of liquidity available for operations. GSSJC regularly monitors liquidity available to meet operating needs while striving to maximize the investment of available funds. Financial assets are structured to be available as general expenditures, liabilities, and other obligations become due.

GSSJC’s governing board has designated a portion of its resources without donor restrictions to be used for future operating needs and capital projects. Board-designated reserves increased, net, in 2024 due to proceeds from the sale of land which was offset by the use of funds for designated support of community outreach.

NOTE 3 – CASH AND CASH EQUIVALENTS

Cash and cash equivalents consist of the following:

| | <u>2024</u> | <u>2023</u> |
|-----------------------------------|---------------------|-----------------------------|
| Bank deposits | \$ 340,517 | \$ 273,315 |
| Repurchase agreements (overnight) | 751,022 | 462,607 |
| Money market mutual funds | <u>2,301,257</u> | <u> </u> |
| Total cash and cash equivalents | <u>\$ 3,392,796</u> | <u>\$ 735,922</u> |

Bank deposits exceed the federally insured limit per depositor per institution.

NOTE 4 – CONTRIBUTIONS RECEIVABLE

Contributions receivable are as follows:

| | <u>2024</u> | <u>2023</u> |
|---|--------------------|-------------------|
| Total contributions receivable | \$ 2,949,323 | \$ 1,061,655 |
| Discount to net present value at 1.5% to 3.8% | (69,294) | (3,724) |
| Allowance for uncollectible contributions | <u>(19,000)</u> | <u>(20,000)</u> |
| Contributions receivable, net | 2,861,029 | 1,037,931 |
| Contributions receivable restricted for capital projects, net | <u>(2,418,945)</u> | <u>(504,620)</u> |
| Operating contributions receivable, net | <u>\$ 442,084</u> | <u>\$ 533,311</u> |

Contributions receivable at August 31, 2024 are expected to be collected as follows:

| | |
|----------------------------------|---------------------|
| Receivable in less than one year | \$ 1,591,423 |
| Receivable in one to five years | <u>1,357,900</u> |
| Total contributions receivable | <u>\$ 2,949,323</u> |

As of August 31, 2024, approximately 71% of contributions receivable were from four contributors. As of August 31, 2023, approximately 90% of contributions receivable were from two contributors.

NOTE 5 – INVESTMENTS AND FAIR VALUE MEASUREMENTS

Fair Value Measurements

Generally accepted accounting principles require that certain assets and liabilities be reported at fair value and establish a hierarchy that prioritizes inputs used to measure fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The three levels of the fair value hierarchy are as follows:

- *Level 1* – Inputs are unadjusted quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the reporting date.
- *Level 2* – Inputs are other than quoted prices included in Level 1, which are either directly observable or can be derived from or corroborated by observable market data at the reporting date.
- *Level 3* – Inputs are not observable and are based on the reporting entity's assumptions about the inputs market participants would use in pricing the asset or liability.

Assets measured at fair value at August 31, 2024 are as follows:

| | <u>LEVEL 1</u> | <u>LEVEL 2</u> | <u>LEVEL 3</u> | <u>TOTAL</u> |
|---|----------------------|---------------------|----------------|----------------------|
| Investments: | | | | |
| U. S. Treasury securities | | \$ 3,675,099 | | \$ 3,675,099 |
| Government agency securities | | 496,117 | | 496,117 |
| Mutual funds: | | | | |
| Fixed income: | | | | |
| Intermediate-term | \$ 1,272,838 | | | 1,272,838 |
| Short-term | 8,083,247 | | | 8,083,247 |
| Other | 197,634 | | | 197,634 |
| Money market | 11,748,078 | | | 11,748,078 |
| Equity: | | | | |
| Domestic growth | 480,929 | | | 480,929 |
| Domestic value | 596,759 | | | 596,759 |
| Domestic blend | 279,991 | | | 279,991 |
| Exchange-traded funds: | | | | |
| Fixed income intermediate-term | 179,978 | | | 179,978 |
| Equity | 179,010 | | | 179,010 |
| Common stock: | | | | |
| Domestic large cap | 1,905,281 | | | 1,905,281 |
| Domestic mid cap | 865,089 | | | 865,089 |
| Domestic small cap | 501,261 | | | 501,261 |
| International | 1,003,188 | | | 1,003,188 |
| Corporate bonds | | <u>2,096,800</u> | | <u>2,096,800</u> |
| Total investments | 27,293,283 | 6,268,016 | | 33,561,299 |
| Repurchase agreements held as cash and cash equivalents (overnight) | | 751,022 | | 751,022 |
| Money market mutual funds held for capital projects | <u>2,301,257</u> | | | <u>2,301,257</u> |
| Total assets measured at fair value | <u>\$ 29,594,540</u> | <u>\$ 7,019,038</u> | <u>\$ 0</u> | <u>\$ 36,613,578</u> |

Assets measured at fair value at August 31, 2023 are as follows:

| | <u>LEVEL 1</u> | <u>LEVEL 2</u> | <u>LEVEL 3</u> | <u>TOTAL</u> |
|---|----------------------|----------------------|----------------|----------------------|
| Investments: | | | | |
| U. S. Treasury securities | | \$ 9,861,304 | | \$ 9,861,304 |
| Government agency securities | | 481,473 | | 481,473 |
| Mutual funds: | | | | |
| Fixed income: | | | | |
| Intermediate-term | \$ 904,946 | | | 904,946 |
| Short-term | 7,894,230 | | | 7,894,230 |
| Other | 176,538 | | | 176,538 |
| Money market | 8,172,137 | | | 8,172,137 |
| Equity: | | | | |
| Domestic growth | 30,567 | | | 30,567 |
| Domestic value | 97,036 | | | 97,036 |
| Domestic blend | 96,623 | | | 96,623 |
| Exchange-traded funds: | | | | |
| Fixed income intermediate-term | 116,160 | | | 116,160 |
| Equity | 57,058 | | | 57,058 |
| Common stock: | | | | |
| Domestic large cap | 438,924 | | | 438,924 |
| Domestic mid cap | 313,688 | | | 313,688 |
| Domestic small cap | 314,040 | | | 314,040 |
| International | 586,741 | | | 586,741 |
| Corporate bonds | | <u>2,735,699</u> | | <u>2,735,699</u> |
| Total investments | 19,198,688 | 13,078,476 | | 32,277,164 |
| Repurchase agreements held as cash and cash equivalents (overnight) | | | | |
| | | <u>462,607</u> | | <u>462,607</u> |
| Total assets measured at fair value | <u>\$ 19,198,688</u> | <u>\$ 13,541,083</u> | <u>\$ 0</u> | <u>\$ 32,739,771</u> |

Valuation methods used for assets measured at fair value are as follows:

- *U. S. Treasury, U. S. Government agency securities* and *corporate bonds* are valued using prices obtained from independent quotation bureaus that use computerized valuation formulas which may include market-corroborated inputs for credit risk factors, interest rate and yield curves and broker quotes from active markets to calculate fair values.
- *Mutual funds* are valued at the reported net asset value of shares held.
- *Exchange-traded funds* and *common stock* are valued at the closing price reported on the active market on which the individual securities are traded.
- *Repurchase agreements* are overnight investments valued at the net present value of future cash flows.

These valuation methods may produce a fair value that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while GSSJC believes its valuation methods are appropriate, the use of different methods or assumptions could result in a different fair value measurement at the reporting date.

Investments are exposed to various risks such as interest rate, market and credit risks. Because of these risks, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the statement of financial position and statement of activities.

Investments

Investments are summarized in the following categories:

| | <u>2024</u> | <u>2023</u> |
|---|----------------------|----------------------|
| Operating, including donor-restricted for programs and capital improvements | \$ 17,142,789 | \$ 17,329,233 |
| Board-designated | 6,516,047 | 6,145,000 |
| Endowments | <u>9,902,463</u> | <u>8,802,931</u> |
| Total | <u>\$ 33,561,299</u> | <u>\$ 32,277,164</u> |

NOTE 6 – PROPERTY AND EQUIPMENT

Property and equipment is comprised of the following:

| | <u>2024</u> | <u>2023</u> |
|---|----------------------|----------------------|
| Buildings | \$ 20,898,696 | \$ 20,819,515 |
| Land improvements and building improvements | 27,007,349 | 26,445,927 |
| Equipment | <u>7,310,714</u> | <u>8,234,142</u> |
| Total depreciable property and equipment, at cost | 55,216,759 | 55,499,584 |
| Accumulated depreciation | <u>(46,017,101)</u> | <u>(45,738,754)</u> |
| Net depreciable property | 9,199,658 | 9,760,830 |
| Land | 4,673,019 | 4,673,019 |
| Construction in progress | <u>591,188</u> | <u>425,247</u> |
| Property and equipment, net | <u>\$ 14,463,865</u> | <u>\$ 14,859,096</u> |

Two properties utilized as camps and a service center have reversionary clauses placed on the deeds of the properties, which restrict GSSJC's ability to sell these properties or use them for purposes other than Girl Scout programs. The properties have a net book value of \$332,000 and \$321,000 at August 31, 2024 and 2023, respectively.

In connection with the capital campaign, GSSJC entered into agreements with an architect and an engineering firm to design plans for the capital improvements. Outstanding commitments under these agreements total approximately \$109,000 at August 31, 2024.

NOTE 7 – OPERATING LEASES

GSSJC leases office and retail space under non-cancelable operating leases. Right-of-use assets are recognized at the present value of the lease payments at the inception of the lease adjusted, as appropriate, for certain other payments and allowances related to obtaining the lease and placing the asset in service. Operating lease right-of-use assets are amortized so that lease costs remain constant over the lease term.

During 2024 and 2023, lease costs were \$295,896 and \$305,189, of which \$145,722 and \$145,862 is associated with operating leases.

During the 2024 and 2023, cash paid for amounts included in the measurement of operating lease liabilities was \$138,737 and \$135,496, respectively.

As of August 31, 2024 and 2023, the weighted-average remaining lease term for all operating leases is 67 months and 78 months, respectively. The weighted-average discount rate associated with operating leases as of August 31, 2024 and 2023 is 5.5% and 5.2%.

Cash flows related to operating leases as of August 31, 2024 with terms exceeding one year are as follows:

| | |
|---|-------------------|
| 2025 | \$ 141,656 |
| 2026 | 145,089 |
| 2027 | 126,166 |
| 2028 | 84,221 |
| 2029 | 86,068 |
| Thereafter | <u>268,188</u> |
| Total undiscounted cash flows | 851,388 |
| Less discount to present value | <u>(144,335)</u> |
| Total discount present value of lease liabilities | <u>\$ 707,053</u> |

NOTE 8 – NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are restricted as follows:

| | <u>2024</u> | <u>2023</u> |
|--|----------------------|----------------------|
| Subject to expenditure for specified purpose: | | |
| Facility improvements | \$ 4,742,000 | \$ 853,787 |
| United Way program allocation | 434,141 | 436,720 |
| Camperships | 47,549 | 64,059 |
| Community outreach programs | 10,366 | 99,401 |
| Other | <u>298,493</u> | <u>272,243</u> |
| Total subject to expenditure for specified purpose | <u>5,532,549</u> | <u>1,726,210</u> |
| Endowments subject to spending policy and appropriation: | | |
| Camp maintenance | 9,296,215 | 8,258,273 |
| Scholarships | <u>606,248</u> | <u>544,658</u> |
| Total endowments | <u>9,902,463</u> | <u>8,802,931</u> |
| Total net assets with donor restrictions | <u>\$ 15,435,012</u> | <u>\$ 10,529,141</u> |

NOTE 9 – ENDOWMENT FUNDS

The donor-restricted permanent endowments of GSSJC include two individual funds that were established for camp maintenance and Emerald Circle Gold Award scholarships. The Board of Directors of GSSJC has interpreted the Texas Uniform Prudent Management of Institutional Funds Act (TUPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, GSSJC classifies the original value of gifts donated to the perpetual endowment as *net assets with donor restrictions* required to be maintained in perpetuity. The remaining portion of the donor-restricted endowment funds are classified as *net assets with donor restrictions* until those amounts are appropriated for expenditure by GSSJC in a manner consistent with the standards of prudence prescribed by TUPMIFA. In accordance with TUPMIFA, GSSJC considers the duration and preservation of the funds and other resources of GSSJC in making a determination to appropriate or accumulate donor-restricted endowment funds.

Endowment net assets consist of the following:

| | <u>2024</u> WITH DONOR RESTRICTIONS | <u>2023</u> WITH DONOR RESTRICTIONS |
|---|---|---|
| Donor-restricted endowment funds: | | |
| Original donor-restricted gift and amounts required to be maintained in perpetuity | \$ 5,461,391 | \$ 5,452,429 |
| Accumulated net investment return | <u>4,441,072</u> | <u>3,350,502</u> |
| Endowment net assets | <u>\$ 9,902,463</u> | <u>\$ 8,802,931</u> |

Changes in donor-restricted endowment funds are as follows:

| | <u>WITH DONOR RESTRICTIONS</u> | | |
|---------------------------------------|--|--|---------------------|
| | <u>ACCUMULATED NET INVESTMENT RETURN</u> | <u>REQUIRED TO BE MAINTAINED IN PERPETUITY</u> | <u>TOTAL</u> |
| Endowment net assets, August 31, 2022 | \$ 3,301,083 | \$ 5,425,784 | \$ 8,726,867 |
| Contributions and transfers | | <u>26,645</u> | <u>26,645</u> |
| Net investment return | <u>49,419</u> | | <u>49,419</u> |
| Endowment net assets, August 31, 2023 | <u>3,350,502</u> | <u>5,452,429</u> | <u>8,802,931</u> |
| Contributions and transfers | | <u>8,962</u> | <u>8,962</u> |
| Net investment return | <u>1,090,570</u> | | <u>1,090,570</u> |
| Endowment net assets, August 31, 2024 | <u>\$ 4,441,072</u> | <u>\$ 5,461,391</u> | <u>\$ 9,902,463</u> |

Investment Objectives and Risk Parameters

GSSJC has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs and entities supported by its endowments while seeking to maintain the purchasing power of the endowment assets. Under this policy, as approved by the Board of Directors, the endowment assets are invested in a manner that is intended to produce results that exceed the price and yield results of a portfolio that is invested approximately 45% in equity-based securities and 55% in fixed-income securities while assuming a moderate level of investment risk. GSSJC expects its endowment funds, over time, to provide an average rate-of-return of approximately 5% annually, net of fees and inflation. Actual returns in any given year may vary from this amount.

To satisfy its long-term rate-of-return objectives, GSSJC relies on a total return strategy in which investment return is achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). GSSJC targets a diversified asset allocation that places a greater emphasis on fixed-income security investments to achieve its long-term return objectives within prudent risk constraints.

Spending Policy

GSSJC has a policy of not appropriating more than 95% of the annual real total return, net of investment management fees, of the immediately preceding four quarters. Appropriations are considered annually by the Finance Committee. In establishing this policy, GSSJC considered the long-term expected return and the effects of inflation on its endowments. The policy is consistent with GSSJC's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term, as well as to provide additional real growth through new gifts and investment return.

NOTE 10 – EMPLOYEE BENEFIT PLAN

Eligible employees of GSSJC may participate in a §401(k) defined contribution retirement plan. GSSJC matches 50% of the employee’s contributions to a maximum of 4% of each employee’s salary, and also may make discretionary contributions annually to all employees. There were no discretionary contributions in 2024 or 2023. GSSJC contributed approximately \$139,000 and \$126,000 to the plan in 2024 and 2023, respectively.

NOTE 11 – AVAILABLE LINE OF CREDIT

GSSJC maintains a \$2,000,000 line of credit agreement with a bank, which bears interest at the bank’s prime rate. The line of credit expires on March 31, 2025. There are no amounts outstanding on the line of credit at August 31, 2024 or 2023.

NOTE 12 – SUBSEQUENT EVENTS

Management has evaluated subsequent events through January 29, 2025, which is the date that the financial statements were available for issuance. As a result of this evaluation, no events were identified that are required to be disclosed or would have a material impact on reported net assets or changes in net assets.

Girl Scouts of San Jacinto Council

Supplemental Statement of Revenue for the year ended August 31, 2024

| | WITHOUT DONOR RESTRICTIONS | WITH DONOR RESTRICTIONS | TOTAL |
|---|-------------------------------|----------------------------|----------------------|
| CONTRIBUTIONS: | | | |
| General contributions | \$ 523,839 | \$ 721,450 | \$ 1,245,289 |
| United Way allocation | 3,828 | 715,896 | 719,724 |
| Government grants | | 140,703 | 140,703 |
| Capital contributions | | <u>3,959,729</u> | <u>3,959,729</u> |
| Total contributions | <u>527,667</u> | <u>5,537,778</u> | <u>6,065,445</u> |
| PROGRAM SERVICE FEES: | | | |
| Resident Camp | 509,503 | | 509,503 |
| Troop camp, day camp, and other outdoor activities | 372,581 | | 372,581 |
| 100 th Anniversary Event | | | |
| Travel group | 230 | | 230 |
| Adult training fees and other events | 43,054 | | 43,054 |
| Visual and performing arts | 44,999 | | 44,999 |
| Math, science, and technology events | 44,087 | | 44,087 |
| Older Girl Scout events | 58,162 | | 58,162 |
| All other events | <u>5,831</u> | | <u>5,831</u> |
| Total program service fees | <u>1,078,447</u> | | <u>1,078,447</u> |
| TROOP SALES: | | | |
| Cookie sales | 22,579,094 | | 22,579,094 |
| Cost of cookie sales | (5,656,528) | | (5,656,528) |
| Troop bonuses for cookie sales | (3,419,947) | | (3,419,947) |
| Fall product sales | 1,826,213 | | 1,826,213 |
| Cost of fall product sales | (715,059) | | (715,059) |
| Troop bonuses for fall product sales | <u>(419,543)</u> | | <u>(419,543)</u> |
| Total troop sales | <u>14,194,230</u> | | <u>14,194,230</u> |
| SHOP AND TRADING POST SALES AND OTHER REVENUE: | | | |
| Shop and trading post sales | 968,007 | | 968,007 |
| Cost of shop and trading post sales | (553,989) | | (553,989) |
| Interest and dividend income, net | 1,037,298 | 252,125 | 1,289,423 |
| Net realized and unrealized gain on investments | 444,273 | 838,444 | 1,282,717 |
| Other | <u>137,328</u> | | <u>137,328</u> |
| Total shop and trading post sales and other revenue | <u>2,032,917</u> | <u>1,090,569</u> | <u>3,123,486</u> |
| Net assets released from restrictions | <u>1,722,476</u> | <u>(1,722,476)</u> | |
| Total | <u>\$ 19,555,737</u> | <u>\$ 4,905,871</u> | <u>\$ 24,461,608</u> |

Girl Scouts of San Jacinto Council

Supplemental Statement of Revenue for the year ended August 31, 2023

| | WITHOUT DONOR RESTRICTIONS | WITH DONOR RESTRICTIONS | TOTAL |
|--|-------------------------------|----------------------------|----------------------|
| CONTRIBUTIONS: | | | |
| General contributions | \$ 545,045 | \$ 567,571 | \$ 1,112,616 |
| United Way allocation | 2,560 | 718,995 | 721,555 |
| Government grants | | 121,081 | 121,081 |
| Capital contributions | | 842,733 | 842,733 |
| Total contributions | <u>547,605</u> | <u>2,250,380</u> | <u>2,797,985</u> |
| PROGRAM SERVICE FEES: | | | |
| Summer overnight camp | 629,197 | | 629,197 |
| Troop camp, day camp, and other outdoor activities | 335,829 | | 335,829 |
| 100 th Anniversary Event | 114,390 | | 114,390 |
| Travel group | 37,245 | | 37,245 |
| Adult training fees and other events | 47,950 | | 47,950 |
| Visual and performing arts | 24,400 | | 24,400 |
| Math, science, and technology events | 22,519 | | 22,519 |
| Older Girl Scout events | 11,122 | | 11,122 |
| All other events | 4,056 | | 4,056 |
| Total program service fees | <u>1,226,708</u> | | <u>1,226,708</u> |
| TROOP SALES: | | | |
| Cookie sales | 20,318,169 | | 20,318,169 |
| Cost of cookie sales | (5,322,569) | | (5,322,569) |
| Troop bonuses for cookie sales | (3,072,879) | | (3,072,879) |
| Fall product sales | 1,739,168 | | 1,739,168 |
| Cost of fall product sales | (609,721) | | (609,721) |
| Troop bonuses for fall product sales | (416,722) | | (416,722) |
| Total troop sales | <u>12,635,446</u> | | <u>12,635,446</u> |
| SHOP AND TRADING POST SALES AND OTHER REVENUE: | | | |
| Shop and trading post sales | 1,048,416 | | 1,048,416 |
| Cost of shop and trading post sales | (585,899) | | (585,899) |
| Interest and dividend income, net | 363,502 | 226,484 | 589,986 |
| Net realized and unrealized gain (loss) on investments | 424,188 | (177,065) | 247,123 |
| Other | 198,469 | | 198,469 |
| Total shop and trading post sales and other revenue | <u>1,448,676</u> | <u>49,419</u> | <u>1,498,095</u> |
| Net assets released from restrictions | <u>1,609,932</u> | <u>(1,609,932)</u> | |
| Total | <u>\$ 17,468,367</u> | <u>\$ 689,867</u> | <u>\$ 18,158,234</u> |