

**Girl Scouts of Orange County**  
**Statement of Financial Position**  
**As of September 30, 2023 and 2022**

|  | <b>9/30/2023</b>     | <b>9/30/2022</b>     |
|--|----------------------|----------------------|
| <b>Assets</b>                            |                      |                      |
| Current Assets                           |                      |                      |
| Cash                                     | \$ 3,319,806         | \$ 4,152,162         |
| Accounts and other receivables           | 87,126               | 130,500              |
| Grants and pledges receivable            | 123,031              | 83,643               |
| Inventory                                | 121,392              | 108,916              |
| Receivable from operating leases         | 11,467               | 0                    |
| Prepaid expenses and other assets        | 480,129              | 240,236              |
| <b>Total Current Assets</b>              | <b>4,142,951</b>     | <b>4,715,457</b>     |
| Property and Equipment                   |                      |                      |
| Land                                     | 6,220,981            | 6,220,981            |
| Land improvements                        | 7,513,769            | 7,482,326            |
| Buildings                                | 13,671,129           | 13,069,439           |
| Furniture, equipment and vehicles        | 3,311,334            | 3,621,033            |
| Operating lease right of use asset       | 312,272              | 0                    |
| Less accumulated depreciation            | (16,713,233)         | (16,480,958)         |
| <b>Total Property and Equipment, Net</b> | <b>14,316,251</b>    | <b>13,912,821</b>    |
| <b>Total Assets</b>                      | <b>\$ 18,459,202</b> | <b>\$ 18,628,278</b> |
| <b>Liabilities and Net Assets</b>        |                      |                      |
| Liabilities                              |                      |                      |
| Accounts payable and accrued expenses    | \$ 1,560,748         | \$ 1,534,903         |
| Deferred revenue                         | 220,481              | 298,450              |
| Operating lease liability                | 277,781              | -                    |
| <b>Total Liabilities</b>                 | <b>2,059,010</b>     | <b>1,833,353</b>     |
| <b>Net Assets</b>                        |                      |                      |
| Without donor restrictions               | 15,807,371           | 15,839,505           |
| With donor restrictions                  | 592,821              | 955,420              |
| <b>Total Net Assets</b>                  | <b>16,400,192</b>    | <b>16,794,925</b>    |
| <b>Total Liabilities and Net Assets</b>  | <b>\$ 18,459,202</b> | <b>\$ 18,628,278</b> |

Footnote:  
Excludes Friends of the Girl Scouts Trust

**Girl Scouts of Orange County**  
**Statement of Activities (Unaudited)**  
**For the Years Ended September 30, 2023 and September 30, 2022**

|   | FYE 2023            | FYE 2022            | Favorable (Unfavorable) |              |
|---|---------------------|---------------------|-------------------------|--------------|
|   |                     |                     | \$                      | %            |
| <b>OPERATING REVENUE</b>                        |                     |                     |                         |              |
| <b>Support and Revenue</b>                      |                     |                     |                         |              |
| Support   | \$ 1,222,098        | \$ 4,028,381        | \$ (2,806,283)          | (70%)        |
| Program Revenue                                 |                     |                     |                         |              |
| Net Product Sales:                              |                     |                     |                         |              |
| Net Cookie Sales                                | 8,245,307           | 6,692,525           | 1,552,782               | 23%          |
| Net Magazine Sales                              | 60,082              | 56,326              | 3,756                   | 7%           |
| Net Nut Sales                                   | 230,506             | 273,267             | (42,761)                | (16%)        |
| Total Net Product Sales                         | 8,535,895           | 7,022,118           | 1,513,777               | 22%          |
| Program Service Fee Revenue                     | 1,202,045           | 953,031             | 249,014                 | 26%          |
| Net Sales of Merchandise and Services           | 246,359             | 241,773             | 4,586                   | 2%           |
| Total Program Revenue                           | 9,984,299           | 8,216,922           | 1,767,377               | 22%          |
| Other Revenue                                   |                     |                     |                         |              |
| Property Use Fee/Rent Incomes                   | 306,556             | 329,027             | (22,471)                | (7%)         |
| Council Service Fees                            | 139,400             | 125,720             | 13,680                  | 11%          |
| Donated Rent, Equipment & Materials             | 177,552             | 177,552             | -                       | 0%           |
| PPP Loan Forgiveness                            | 0                   | 1,339,178           | (1,339,178)             | (100%)       |
| Employee retention tax credit                   | 2,525,396           | -                   | 2,525,396               | NA           |
| Miscellaneous Revenue                           | 161,342             | 162,558             | (1,216)                 | (1%)         |
| Investment Income                               | 19,838              | 8,256               | 11,582                  | 140%         |
| Total Other Revenue                             | 3,330,084           | 2,142,290           | 1,187,794               | 55%          |
| Total Support and Revenue                       | 14,536,481          | 14,387,593          | 148,888                 | 1%           |
| <b>OPERATING EXPENSES</b>                       |                     |                     |                         |              |
| <b>Expenses</b>                                 |                     |                     |                         |              |
| Salaries and Wages including Taxes and Benefits | 10,484,701          | 8,494,558           | (1,990,143)             | (23%)        |
| Supplies  | 1,617,637           | 1,301,690           | (315,947)               | (24%)        |
| Occupancy                                       | 739,838             | 574,667             | (165,171)               | (29%)        |
| Professional Fees                               | 849,859             | 830,106             | (19,753)                | (2%)         |
| Insurance                                       | 355,927             | 362,239             | 6,312                   | 2%           |
| Printing, Publications and Computer Supplies    | 254,926             | 232,469             | (22,457)                | (10%)        |
| Travel and Transportation                       | 276,584             | 195,631             | (80,953)                | (41%)        |
| Rentals, Repairs and Maintenance                | 69,612              | 79,985              | 10,373                  | 13%          |
| Assistance to Girls and Volunteers              | 104,266             | 82,562              | (21,704)                | (26%)        |
| In-Kind Donated Materials and Rent              | 357,173             | 333,043             | (24,130)                | (7%)         |
| Conferences, Meetings and GSUSA Training        | 138,589             | 96,126              | (42,463)                | (44%)        |
| Telephone                                       | 83,457              | 83,425              | (32)                    | (0%)         |
| Postage and Shipping                            | 98,639              | 32,088              | (66,551)                | (207%)       |
| Membership Dues (other Organizations)           | 11,542              | 10,854              | (688)                   | (6%)         |
| Depreciation                                    | 719,299             | 684,530             | (34,769)                | (5%)         |
| Other Fees and Expenses                         | 448,969             | 230,227             | (218,742)               | (95%)        |
| Total Expenses                                  | 16,611,018          | 13,624,200          | (2,986,818)             | (22%)        |
| <b>Change in Operating Activity</b>             | <b>(2,074,537)</b>  | <b>763,393</b>      | <b>(2,837,930)</b>      | <b>372%</b>  |
| <b>NONOPERATING ACTIVITY</b>                    |                     |                     |                         |              |
| Net Transfers from Friends of the Girl Scouts   | 1,679,804           | 2,013,609           | (333,805)               | (17%)        |
| <b>Change in Nonoperating Activity</b>          | <b>1,679,804</b>    | <b>2,013,609</b>    | <b>(333,805)</b>        | <b>(17%)</b> |
| <b>Change in Net Assets</b>                     | <b>\$ (394,733)</b> | <b>\$ 2,777,002</b> | <b>\$ (3,171,735)</b>   | <b>114%</b>  |

Footnote:  
Excludes Friends of the Girl Scouts Trust