



2025 ANNUAL MEETING TREASURER'S REPORT

The following is a comparative review of unaudited actual revenues and expenses for Girl Scouts of Orange County (GSOC) for the fiscal years ended September 30, 2025 (FYE 2025) and September 30, 2024 (FYE 2024). Total Revenue in FYE 2025 of \$10.5M was \$1.6M or 13% unfavorable than the comparable total of \$12.1M in FYE 2024, due primarily to lower product sales of \$1.1M; and a decrease of \$260K in Program Service Fee Revenue, due to lower participation in camp and other events.

Total Operating Expenses in FYE 2025 of \$14.1M were \$2.2M or 13% less than the comparable total of \$16.3M in FYE 2024, primarily due to decreases of \$1.4M in Salaries, Wages, and related Taxes and Benefits, \$133K in Professional Fees, \$427K in Supplies, \$81K in Occupancy, \$96K in Printing & Publications, \$44K Transportation & Travel Costs, and \$155K in Donated Rent, Services & Goods. Other Fees and Expense increases included \$67K in Financial Assistance to girls, troops and volunteers, \$30K in Insurance Costs, \$20K in Telephone, and \$49K in Depreciation.

Nonoperating Activity reflects net transfers from the Friends of the Girl Scouts Trust (FOGST) to GSOC and were higher in FYE 2025 by \$1.8M at \$3.6M, compared to \$1.8M of transfers from FOGST to GSOC in FYE 2024.

Given the above items, the Net Change in Net Assets came in at a deficit of \$3.6M for FYE 2025, or \$625K favorable, compared to the deficit of \$4.2M in FYE 2024.

Thank you for your continued commitment to providing *every* girl from *every* social, cultural, economic, and developmental sphere the life-changing benefits Girl Scouts provides her to achieve her dreams. Together, we are preparing girls for a lifetime of leadership.

This report discusses the annual operations of Girl Scouts of Orange County and does not include the Friends of the Girl Scouts Trust (FOGST). Assets of the trust are held primarily in investments (i.e., stocks, bonds, money market accounts, etc.). Trustees of FOGST provide governance and oversight of the Trust and its investment managers. Earnings of the trust are used to support the future benefit and preservation of Girl Scouting in Orange County.