




Girl Scouts of Western Ohio

Independent Auditor's Report and Financial Statements

September 30, 2024 and 2023



**Girl Scouts of Western Ohio
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September 30, 2024 and 2023**

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Independent Auditor's Report

Board of Directors
Girl Scouts of Western Ohio
Cincinnati, Ohio

Opinion

We have audited the financial statements of Girl Scouts of Western Ohio, which comprise the statements of financial position as of September 30, 2024 and 2023, and the related statements of activities, functional expenses and 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 Western Ohio as of September 30, 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 (GAAS). Our responsibilities under those standards are further described in the "Auditor's Responsibilities for the Audit of the Financial Statements" section of our report. We are required to be independent of Girl Scouts of Western Ohio 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 Western Ohio's ability to continue as a going concern within one year after the date that these financial statements are available to be issued.

Auditor's 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 auditor's 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 GAAS 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 GAAS, 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 Western Ohio'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 Western Ohio'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.

Forvis Mazars, LLP

**Cincinnati, Ohio
January 15, 2025**

**Girl Scouts of Western Ohio
Statements of Financial Position
September 30, 2024 and 2023**

	<u>2024</u>	<u>2023</u>
ASSETS		
Cash	\$ 1,842,719	\$ 1,746,060
Accounts receivable, net of allowance: 2024 - \$459,306; 2023 - \$357,467	422,083	487,504
Contributions receivable	229,025	262,000
Inventories	287,876	283,799
Prepaid expenses and other	47,501	42,069
Investments	20,109,060	18,306,377
Property and equipment, at cost		
Land and improvements	5,665,842	5,635,188
Building and improvements	27,183,494	27,192,373
Equipment and vehicles	5,024,942	4,533,445
	<u>37,874,278</u>	<u>37,361,006</u>
Less accumulated depreciation	24,670,786	23,347,101
Net property and equipment	<u>13,203,492</u>	<u>14,013,905</u>
Right-of-use assets - operating leases	1,267,224	1,462,336
Beneficial interest in perpetual trusts	902,798	768,468
Beneficial interest in remainder trust	169,817	138,793
	<u>1,340,839</u>	<u>1,370,607</u>
Total assets	<u>\$ 38,481,595</u>	<u>\$ 37,511,311</u>
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable and accrued liabilities	\$ 679,149	\$ 987,713
Deferred income	96,320	20,399
Operating lease liabilities	1,278,699	1,469,709
	<u>2,054,168</u>	<u>2,477,821</u>
Net Assets		
Without donor restrictions	32,028,382	31,226,361
With donor restrictions	4,399,045	3,807,129
Total net assets	<u>36,427,427</u>	<u>35,033,490</u>
Total liabilities and net assets	<u>\$ 38,481,595</u>	<u>\$ 37,511,311</u>

**Girl Scouts of Western Ohio
Statement of Activities
Year Ended September 30, 2024**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Revenues, Gains and Other Support			
Cookie and merchandise sales, net	\$ 10,850,763	\$ -	\$ 10,850,763
Program fees and dues	878,259	-	878,259
United Way allocations	64,533	-	64,533
Legacies, bequests, contributions and grants	602,884	363,227	966,111
Capital campaign contributions	3,046	313,472	316,518
Investment return	3,569,216	309,588	3,878,804
Other	181,022	-	181,022
Net assets released from restrictions	394,371	(394,371)	-
Total revenues, gains and other support	<u>16,544,094</u>	<u>591,916</u>	<u>17,136,010</u>
Expenses			
Program services	13,135,540	-	13,135,540
Management and general	1,830,549	-	1,830,549
Fundraising	775,984	-	775,984
Total expenses	<u>15,742,073</u>	<u>-</u>	<u>15,742,073</u>
Change in Net Assets	802,021	591,916	1,393,937
Net Assets, Beginning of Year	<u>31,226,361</u>	<u>3,807,129</u>	<u>35,033,490</u>
Net Assets, End of Year	<u>\$ 32,028,382</u>	<u>\$ 4,399,045</u>	<u>\$ 36,427,427</u>

**Girl Scouts of Western Ohio
Statement of Activities
Year Ended September 30, 2023**

	Without Donor Restrictions	With Donor Restrictions	Total
Revenues, Gains and Other Support			
Cookie and merchandise sales, net	\$ 10,458,437	\$ -	\$ 10,458,437
Program fees and dues	851,313	-	851,313
United Way allocations	114,454	-	114,454
Legacies, bequests and contributions	535,305	220,747	756,052
Capital campaign contributions	15,862	1,263,386	1,279,248
Investment return	2,316,478	167,560	2,484,038
Forgiveness of Paycheck Protection Program loan	1,315,800	-	1,315,800
Other	111,707	-	111,707
Net assets released from restrictions	1,512,284	(1,512,284)	-
Total revenues, gains and other support	<u>17,231,640</u>	<u>139,409</u>	<u>17,371,049</u>
Expenses			
Program services	12,754,052	-	12,754,052
Management and general	1,733,035	-	1,733,035
Fundraising	962,441	-	962,441
Total expenses	<u>15,449,528</u>	<u>-</u>	<u>15,449,528</u>
Change in Net Assets	1,782,112	139,409	1,921,521
Net Assets, Beginning of Year	<u>29,444,249</u>	<u>3,667,720</u>	<u>33,111,969</u>
Net Assets, End of Year	<u>\$ 31,226,361</u>	<u>\$ 3,807,129</u>	<u>\$ 35,033,490</u>

**Girl Scouts of Western Ohio
Statements of Functional Expenses
Years Ended September 30, 2024 and 2023**

	2024			
	Program Services	Management and General	Fundraising	Total Expenses
Salaries, benefits and related taxes	\$ 7,601,907	\$ 1,212,985	\$ 479,613	\$ 9,294,505
Occupancy	1,172,613	85,678	54,416	1,312,707
Supplies and printing	1,354,282	16,627	24,259	1,395,168
Travel	281,651	15,601	7,807	305,059
Telephone and postage	173,255	16,538	11,736	201,529
Professional services	556,048	235,918	103,447	895,413
Financial assistance to individuals	381,447	-	-	381,447
Conference fees	14,022	8,129	664	22,815
Insurance	274,748	31,800	15,900	322,448
Other	263,523	10,149	15,194	288,866
Total expenses before depreciation	12,073,496	1,633,425	713,036	14,419,957
Depreciation	1,062,044	197,124	62,948	1,322,116
Total expenses	\$ 13,135,540	\$ 1,830,549	\$ 775,984	\$ 15,742,073
	2023			
	Program Services	Management and General	Fundraising	Total Expenses
Salaries, benefits and related taxes	\$ 7,604,784	\$ 1,163,354	\$ 667,955	\$ 9,436,093
Occupancy	1,126,516	134,381	80,224	1,341,121
Supplies and printing	1,238,529	21,485	38,953	1,298,967
Travel	281,174	59,432	14,058	354,664
Telephone and postage	202,701	18,192	14,687	235,580
Professional services	480,389	156,499	62,180	699,068
Financial assistance to individuals	408,364	-	-	408,364
Conference fees	25,017	16,606	1,002	42,625
Insurance	252,632	29,367	14,684	296,683
Other	138,860	23,629	11,789	174,278
Total expenses before depreciation	11,758,966	1,622,945	905,532	14,287,443
Depreciation	995,086	110,090	56,909	1,162,085
Total expenses	\$ 12,754,052	\$ 1,733,035	\$ 962,441	\$ 15,449,528

**Girl Scouts of Western Ohio
Statements of Cash Flows
Years Ended September 30, 2024 and 2023**

	<u>2024</u>	<u>2023</u>
Operating Activities		
Change in net assets	\$ 1,393,937	\$ 1,921,521
Items not requiring (providing) operating activities cash flows		
Depreciation	1,322,116	1,162,085
Bad debt expense	139,674	17,078
Realized/unrealized (gains) losses on investments	(3,426,769)	(1,227,518)
Forgiveness of Paycheck Protection Program loan	-	(1,315,800)
Noncash operating lease expense	229,171	215,806
Changes in		
Accounts receivable	(74,253)	(378,262)
Contributions receivable	32,975	77,263
Inventories, prepaid expenses and other	(9,509)	82,664
Employee Retention Credit receivable	-	884,496
Accounts payable and accrued liabilities	(308,564)	(123,165)
Deferred income	75,921	5,439
Operating lease liability	(225,069)	(208,433)
Net cash provided by (used in) operating activities	<u>(850,370)</u>	<u>1,113,174</u>
Investing Activities		
Purchases of property and equipment	(511,703)	(1,911,300)
Proceeds from sale of investments	3,766,776	2,282,291
Purchases of investments	(2,308,044)	(1,458,084)
Net cash provided by (used in) investing activities	<u>947,029</u>	<u>(1,087,093)</u>
Increase in Cash	96,659	26,081
Cash, Beginning of Year	<u>1,746,060</u>	<u>1,719,979</u>
Cash, End of Year	<u>\$ 1,842,719</u>	<u>\$ 1,746,060</u>
Supplemental Cash Flows Information		
ROU assets obtained in exchange for operating lease liabilities upon adoption of ASC 842	\$ -	\$ 1,678,142
ROU assets obtained in exchange for operating lease liabilities	34,059	-

Note 1. Nature of Operations and Summary of Significant Accounting Policies

Nature of Operations

Girl Scouts of Western Ohio (the Council), is chartered by the Girl Scouts of the United States of America (GSUSA) and is incorporated in the State of Ohio as a charitable organization. As a non-formal educational organization, the Council's mission is to help girls grow up to be caring, competent, confident women.

Services are provided in 32 counties in western Ohio and southeast Indiana. The Council's primary method of delivery of the Girl Scout program is the troop. There were approximately 28,000 girls in the Council during 2024 and 2023.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues, expenses, gains, losses and other changes in net assets during the reporting period. Actual results could differ from these estimates.

Cash

At September 30, 2024, the Council's cash accounts exceeded federally insured limits by approximately \$564,000. The Council has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk.

Accounts Receivable

Accounts receivable are stated at the amount of consideration from troops and individuals for product sales to which the Council has an unconditional right to receive. The Council provides an allowance for credit losses, which is based upon a review of outstanding receivables, historical collection information and existing economic conditions adjusted for current conditions. All product sale proceeds are due at the time products are delivered. Troops have a settlement date for all proceeds to be deposited into the council product sale account. Letters outlining the collection process are sent to all individuals with unpaid balances. Delinquent balances are referred to collections no later than 90 days subsequent to the settlement date. Balances are written off when the collection agency has exhausted all attempts at collection.

Inventories

Inventories consist primarily of merchandise for sale and are stated at the lower of cost or net realizable value, with cost determined on an average-cost basis.

Investments and Investment Return

Investments in equity and debt securities having a readily determinable fair value are carried at fair value. Other investments are valued at the lower of cost (or fair value at the time of donation, if acquired by contribution) or fair value. Investment return includes dividend, interest and other investment income; realized and unrealized gains and losses on investments carried at fair value; and realized gains and losses on other investments, less external investment expenses.

**Girl Scouts of Western Ohio
Notes to Financial Statements
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Investment return that is initially restricted by donor stipulation and for which the restriction will be satisfied in the same year is included in net assets with donor restrictions and then released from restriction. Other investment return is reflected in the statements of activities with or without donor restrictions based upon the existence and nature of any donor or legally imposed restrictions.

The Council maintains a pooled investment account. Realized and unrealized gains and losses from securities in the pooled investment account are allocated annually to the endowments based on the relationship or the fair value of the interest of each endowment to the total fair value of the pooled investments account, as adjusted for additions to or deduction from that account.

The Council invests in various investment securities. 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, 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 accompanying statements of financial position.

Property and Equipment

Property and equipment acquisitions are stated at cost, less accumulated depreciation. Depreciation is charged to expense on a straight-line basis over the estimated useful life of each asset. Purchases of property and equipment in excess of \$1,000 are capitalized.

The estimated useful lives for each major depreciable classification of property and equipment are as follows:

Land and improvements	5 - 35 years
Building and improvements	5 - 35 years
Equipment and vehicles	3 - 5 years

Long-Lived Asset Impairment

The Council evaluates the recoverability of the carrying value of long-lived assets whenever events or circumstances indicate the carrying amount may not be recoverable. If a long-lived asset is tested for recoverability and the undiscounted estimated future cash flows expected to result from the use and eventual disposition of the asset are less than the carrying amount of the asset, the asset cost is adjusted to fair value and an impairment loss is recognized as the amount by which the carrying amount of a long-lived asset exceeds its fair value.

No asset impairment was recognized during the years ended September 30, 2024 and 2023.

Paycheck Protection Program Loan

In January 2021, the Council received a PPP Second Draw loan of \$1,315,800, established by the CARES Act and elected to account for the funding as a conditional contribution by applying ASC Topic 958-605, *Revenue Recognition*. Revenue is recognized when conditions are met, which includes meeting FTE and salary reduction requirements and incurring eligible expenditures. PPP loans are subject to audit and acceptance by the U.S. Department of Treasury, Small Business Administration, or lender; as a result of such audit, adjustments could be required to the recognition of revenue. As such, the full amount of the loan was recorded as a liability on the statement of financial position as of September 30, 2022.

In November 2022, the Council received notification from the Small Business Administration of forgiveness for the full balance of principal and interest of the loan at which time, the revenue was recorded in the statement of activities. PPP loans are subject to audit and acceptance by the U.S. Department of Treasury, Small Business Administration, or lender; as a result of such audit, adjustments could be required to the recognition of revenue.

**Girl Scouts of Western Ohio
Notes to Financial Statements
September 30, 2024 and 2023**

Net Assets

Net assets, revenues, gains and losses are classified based on the existence or absence of donor or grantor restrictions.

Net assets without donor restrictions are available for use in general operations and not subject to donor or certain grantor restrictions. The governing board has designated, from net assets without donor or certain grantor restrictions, net assets for an operating reserve and asset replacement fund.

Net assets with donor restrictions are subject to donor or certain grantor restrictions. Some restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other restrictions are perpetual in nature, where the donor or grantor stipulates that resources be maintained in perpetuity.

Employee Retention Credit (ERC)

The Council has elected to take a credit against the employer portion of the Social Security taxes withheld on qualified wages. The amount of the credit is limited to a specified percentage of qualified wages an eligible employer pays to employees after March 12, 2020 and before September 30, 2021 as established by the *Coronavirus Aid, Relief and Economic Security Act (CARES Act)* and amended by the *Consolidated Appropriations Act*. The Council has elected to account for the ERC program under ASC 958-605, *Not-for-Profit Entities, Government Grants and Assistance*. The ERC credit of \$884,496 was recorded as a receivable in the statement of financial position at September 30, 2022. The ERC credit funds were received in June 2023.

Laws and regulations concerning the employee retention credit are complex and subject to varying interpretation. These credits may be subject to retroactive audit and review. There can be no assurance that regulatory authorities will not challenge the Council's claim to the employee retention credit, and it is not possible to determine the impact this would have on the Council.

Contributions

Contributions are provided to the Council either with or without restrictions placed on the gift by the donor. Revenues and net assets are separately reported to reflect the nature of those gifts – with or without donor restrictions. The value recorded for each contribution is recognized as follows:

Nature of the Gift	Value Recognized
Conditional gifts, with or without restriction	
Gifts that depend on the Council overcoming a donor-imposed barrier to be entitled to the funds	Not recognized until the gift becomes unconditional, <i>i.e.</i> the donor-imposed barrier is met
Unconditional gifts, with or without restriction	
Received at date of gift – cash and other assets	Fair value
Received at date of gift – property, equipment and long-lived assets	Estimated fair value
Expected to be collected within one year	Net realizable value
Collected in future years	Initially reported at fair value determined using the discounted present value of estimated future cash flows technique

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In addition to the amount initially recognized, revenue for unconditional gifts to be collected in future years is also recognized each year as the present-value discount is amortized using the level-yield method.

When a donor stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions. Absent explicit donor stipulations for the period of time that long-lived assets must be held, expirations of restrictions for gifts of land, buildings, equipment and other long-lived assets are reported when those assets are placed in service.

Gifts and investment income having donor stipulations which are satisfied in the period the gift is received are recorded as revenue with donor restriction and then released from restriction.

Conditional contributions having donor stipulations which are satisfied in the period the gift is received are recorded as revenue with donor restriction and then released from restriction. At September 30, 2024 and 2023, the Council has received \$100,000 in promised grant funding that is conditional on the successful completion of the related project and, therefore, is not recognized in the financial statements until such time that all conditions are met.

Contributed Services

Contributions of services are recognized as revenue at their estimated fair value only when the services received create or enhance nonfinancial assets or require specialized skills possessed by the individuals providing the service and the service would typically need to be purchased if not donated. A substantial number of volunteers have donated significant amounts of their time to the Council's programs and supporting services. However, such services are not reflected in the accompanying financial statements.

Deferred Income

Deferred income consists primarily of deposits and sponsorships for future events which will be recognized as revenue over periods to which the sponsorships relate.

Income Taxes

The Council is exempt from income taxes under Section 501 of the Internal Revenue Code and a similar provision of state law. However, the Council is subject to federal income tax on any unrelated business taxable income. The Council files tax returns in the U.S. federal jurisdiction.

Functional Allocation of Expenses

The costs of supporting the various programs and other activities have been summarized on a functional basis in the statements of activities. The statements of functional expenses present the natural classification detail of expenses by function. Certain costs have been allocated among the program, management and general and fundraising categories based on the direct identification and other methods.

Cookie and Merchandise Sales Revenue

Cookie and merchandise sales revenue is recognized as the Council provides such products to troops and individuals. Revenue is reported at the amount that reflects the consideration to which the Council expects to be entitled in exchange for providing such goods. The Council determines the transaction price based on standard charges for goods provided.

Program Fees and Dues Revenue

Program fees and dues revenue is recognized as the Council satisfies performance obligations under its contracts with troops when such programs are held. Revenue is reported at the amount that reflects the consideration to which the Council expects to be entitled in exchange for providing camps and events. The Council determines the transaction price based on standard charges for such services provided.

Note 2. Contributions Receivable

Contributions receivable, all of which were with donor restrictions, and which include United Way allocations, consisted of the following:

	2024	2023
Due within one year	\$ 135,480	\$ 164,358
Due within one to five years	96,328	101,865
	231,808	266,223
Less		
Unamortized discount	(2,783)	(4,223)
	\$ 229,025	\$ 262,000

Note 3. Investments and Other Fair Value Measurements and Disclosures

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. Fair value measurements must maximize the use of observable inputs and minimize the use of unobservable inputs. There is a hierarchy of three levels of inputs that may be used to measure fair value:

- Level 1** Quoted prices in active markets 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 in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities
- Level 3** Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities

Girl Scouts of Western Ohio
Notes to Financial Statements
September 30, 2024 and 2023

Recurring Measurements

The following tables present the fair value measurements of assets recognized in the accompanying statements of financial position measured at fair value on a recurring basis and the level within the fair value hierarchy in which the fair value measurements fall at September 30, 2024 and 2023:

	2024			
	Fair Value Measurements Using			
	Fair Value	Quoted in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Money market funds	\$ 257,675	\$ 257,675	\$ -	\$ -
Equity mutual funds	4,627,075	4,627,075	-	-
Certificate of deposit	75,653	75,653	-	-
Equity securities				
Energy	372,592	372,592	-	-
Materials	293,962	293,962	-	-
Industrials	877,572	877,572	-	-
Consumer discretionary	859,425	859,425	-	-
Consumer staples	989,929	989,929	-	-
Healthcare	1,280,152	1,280,152	-	-
Information technology	2,568,597	2,568,597	-	-
Financial	986,579	986,579	-	-
Telecommunication services	483,351	483,351	-	-
Utilities	210,390	210,390	-	-
Real estate	80,233	80,233	-	-
Preferred stock	67,731	67,731	-	-
Fixed income mutual fund	260,507	260,507	-	-
U.S. Treasury and agency securities	1,171,918	1,171,918	-	-
Mortgage-backed securities	357,038		357,038	-
Corporate debt securities	4,261,775		4,261,775	-
Municipal bonds	26,906		26,906	-
Total investments	<u>20,109,060</u>	<u>15,463,341</u>	<u>4,645,719</u>	<u>-</u>
Beneficial interest in perpetual trusts	902,798	-	-	902,798
Beneficial interest in remainder trust	169,817	-	-	169,817

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	2023			
	Fair Value Measurements Using			
	Fair Value	Quoted in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Money market funds	\$ 520,482	\$ 520,482	\$ -	\$ -
Equity mutual funds	3,955,780	3,955,780	-	-
Certificate of deposit	74,801	74,801	-	-
Equity securities				
Energy	358,848	358,848	-	-
Materials	257,850	257,850	-	-
Industrials	821,001	821,001	-	-
Consumer discretionary	719,566	719,566	-	-
Consumer staples	747,960	747,960	-	-
Healthcare	1,042,120	1,042,120	-	-
Information technology	2,035,607	2,035,607	-	-
Financial	930,734	930,734	-	-
Telecommunication services	566,428	566,428	-	-
Utilities	144,032	144,032	-	-
Real estate	70,714	70,714	-	-
Preferred stock	61,454	61,454	-	-
Fixed income mutual fund	257,937	257,937	-	-
U.S. Treasury and agency securities	974,862	974,862	-	-
Foreign government bonds	135,971	-	135,971	-
Corporate debt securities	4,607,301	-	4,607,301	-
Municipal bonds	22,929	-	22,929	-
Total investments	<u>18,306,377</u>	<u>13,540,176</u>	<u>4,766,201</u>	<u>-</u>
Beneficial interest in perpetual trusts	768,468	-	-	768,468
Beneficial interest in remainder trust	138,793	-	-	138,793

Following is a description of the inputs and valuation methodologies used for assets measured at fair value on a recurring basis and recognized in the accompanying statements of financial position, as well as the general classification of such assets pursuant to the valuation hierarchy.

Investments

Where quoted market prices are available in an active market, securities are classified within Level 1 of the valuation hierarchy. If quoted market prices are not available, then fair values are estimated by using quoted prices of securities with similar characteristics or independent asset pricing services and pricing models, the inputs of which are market-based or independently sourced market parameters, including, but not limited to, yield curves, interest rates, volatilities, prepayments, defaults, cumulative loss projections and cash flows. Such securities are classified in Level 2 of the valuation hierarchy. In certain cases where Level 1 or 2 inputs are not available, securities are classified within Level 3 of the hierarchy.

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Beneficial Interest in Perpetual Trusts

Fair value is estimated as the present value of the future distributions expected to be received over the term of the agreement. Due to the nature of the valuation inputs, the interest is classified within Level 3 of the hierarchy.

Beneficial Interest in Remainder Trust

The fair value is estimated using a discounted cash flow model. Due to the nature of the valuation inputs, the interest is classified within Level 3 of the hierarchy.

Unobservable (Level 3) Inputs

The following tables present quantitative information about unobservable inputs used in recurring Level 3 fair value measurements.

	Fair Value at September 30, 2024	Valuation Technique	Unobservable Inputs	Assumption
Beneficial interest in perpetual trusts	\$ 902,798	Present value of future distributions	Present value rates	Various rates ranging from 0.25% to 5%
Beneficial interest in remainder trust	169,817	Discounted cash flow	Discount rates: Term of the trust	4.80% 3 years

	Fair Value at September 30, 2023	Valuation Technique	Unobservable Inputs	Assumption
Beneficial interest in perpetual trusts	\$ 768,468	Present value of future distributions	Present value rates	Various rates ranging from 0.25% to 5%
Beneficial interest in remainder trust	138,793	Discounted cash flow	Discount rates: Term of the trust	5.00% 4 years

Note 4. Beneficial Interests in Perpetual and Remainder Trusts

The Council is a beneficiary under various perpetual trusts administered by outside parties. Under the terms of these trusts, the Council has the irrevocable right to receive income earned on the trust assets in perpetuity, but never receives the assets held in trust. The estimated value of the expected future cash flows is \$902,798 and \$768,468, which represents the fair value of the trust assets at September 30, 2024 and 2023, respectively. The income from these trusts for 2024 and 2023 was \$38,878 and \$38,432, respectively.

The Council is a beneficiary of a charitable remainder trust administered by an outside party. Under the terms of the trust, the Council has the irrevocable right to receive annual distributions from the trust and a portion of the net assets of the trust at the end of the trust’s term. The beneficial interest in this trust is recorded at the present value of the expected future cash flows discounted at a rate of 5.00% and 4.00% at September 30, 2024 and 2023, respectively. The estimated value of the expected future cash flows is \$169,817 and \$138,793 at September 30, 2024 and 2023, respectively.

Note 5. Net Assets

Net Assets Without Donor Restrictions

Net assets without donor restrictions at September 30 have been designated for the following purposes:

	<u>2024</u>	<u>2023</u>
Undesignated	\$ 1,380,145	\$ 66,348
Board designated:		
Operating reserve	12,886,652	12,909,608
Asset replacement	4,026,590	4,026,590
Comprehensive Campaign	531,503	209,910
Property and equipment	<u>13,203,492</u>	<u>14,013,905</u>
Net assets without donor restrictions	<u>\$ 32,028,382</u>	<u>\$ 31,226,361</u>

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Net Assets With Donor Restrictions

Net assets with donor restrictions at September 30 have been restricted for the following purposes or periods:

	<u>2024</u>	<u>2023</u>
Subject to the passage of time		
Beneficial interest in remainder trust	\$ 170,212	\$ 138,793
Beneficial interest in perpetual trusts	913,578	768,468
Subject to expenditure for specified purpose	561,912	276,669
Endowments		
Subject to spending policy and appropriation		
Available for general use	2,426,958	2,361,421
Scholarships	326,385	261,778
	<u>2,753,343</u>	<u>2,623,199</u>
Net assets with donor restrictions	<u>\$ 4,399,045</u>	<u>\$ 3,807,129</u>

Net Assets Released From Restrictions

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by donors.

	<u>2024</u>	<u>2023</u>
Satisfaction of purpose restrictions	\$ 394,371	\$ 1,512,284

Note 6. Revenue From Contracts With Troops and Individuals

Cookie and Merchandise Sales Revenue

Cookie and merchandise sales revenue is reported at the amount that reflects the consideration to which the Council expects to be entitled in exchange for providing cookies, nuts and Girl Scout merchandise to troops and the general public. Revenue is recognized at the point in time these performance obligations are satisfied which is upon delivery of the product to troops or individuals. At that point in time, the Council does not believe it is required to provide additional goods or services related to that sale.

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Gross and net sales of cookies and other merchandise as well as direct expenses of the program-related product and merchandise sales for the years ended September 30, 2024 and 2023 were as follows:

	2024			
	<u>Gross Sales</u>	<u>Costs of Sales</u>	<u>Troop Proceeds</u>	<u>Net Sales</u>
Cookie sales	\$ 17,171,226	\$ 4,275,726	\$ 2,875,409	\$ 10,020,091
Fall sales	1,306,499	560,815	153,686	591,998
Council store	<u>525,799</u>	<u>287,125</u>	<u>-</u>	<u>238,674</u>
	<u>\$ 19,003,524</u>	<u>\$ 5,123,666</u>	<u>\$ 3,029,095</u>	<u>\$ 10,850,763</u>

	2023			
	<u>Gross Sales</u>	<u>Costs of Sales</u>	<u>Troop Proceeds</u>	<u>Net Sales</u>
Cookie sales	\$ 15,899,627	\$ 3,729,739	\$ 2,607,801	\$ 9,562,087
Fall sales	1,339,936	572,525	160,060	607,351
Council store	<u>629,294</u>	<u>340,295</u>	<u>-</u>	<u>288,999</u>
	<u>\$ 17,868,857</u>	<u>\$ 4,642,559</u>	<u>\$ 2,767,861</u>	<u>\$ 10,458,437</u>

Program Fees and Dues Revenue

Revenues from camps and other program events held by the Council is reported at the amount that reflect the consideration the Council expects to be entitled in exchange for providing such services for troops. Revenue is recognized as performance obligations are satisfied which is ratably over the duration of the event. In 2024 and 2023, \$878,259 and \$851,313, respectively, of program fee revenue was recognized over time. Payment of the fee is expected at the time of registration and any amounts received in advance are deferred.

Transaction Price and Recognition

The Council has determined that the nature, amount, timing and uncertainty of revenue and cash flows are affected by the mix of troops and locations to which it provides products and services.

Contract Balances

The following table provides information about the Council's accounts receivable and deferred revenue from contracts with troops as of September 30, 2024 and 2023.

	<u>2024</u>	<u>2023</u>
Accounts receivable, beginning of year	\$ 487,504	\$ 126,320
Accounts receivable, end of year	422,083	487,504
Deferred income, beginning of year	\$ 18,124	\$ 26,117
Deferred income, end of year	26,227	18,124

Note 7. Leases

Accounting Policies

The Council determines if an arrangement is a lease or contains a lease at inception. Leases result in the recognition of ROU assets and lease liabilities on the statements of financial position. ROU assets represent the right to use an underlying asset for the lease term, and lease liabilities represent the obligation to make lease payments arising from the lease, measured on a discounted basis. The Council determines lease classification as operating or finance at the lease commencement date.

The Council combines lease and nonlease components, such as common area and other maintenance costs, and accounts for them as a single lease component in calculating the ROU assets and lease liabilities for its buildings.

At lease commencement, the lease liability is measured at the present value of the lease payments over the lease term. The ROU asset equals the lease liability adjusted for any initial direct costs, prepaid or deferred rent, and lease incentives. The Council has made a policy election to use a risk-free rate (the rate of a zero-coupon U.S. Treasury instrument) for the initial and subsequent measurement of all lease liabilities. The risk-free rate is determined using a period comparable with the lease term.

The lease term may include options to extend or to terminate the lease that the Council is reasonably certain to exercise. Lease expense is generally recognized on a straight-line basis over the lease term.

The Council elected not to record leases with an initial term of 12 months or less on the statements of financial position. Lease expense on such leases is recognized on a straight-line basis over the lease term.

Nature of Leases

The operating leases of the Council consist of office space and equipment expiring in various years through 2030. Termination of the leases is generally prohibited unless there is a violation under the lease agreement.

The Council has no material related-party leases.

Quantitative Disclosures

The lease cost and other required information for the years ended September 30, 2024 and 2023 are:

	<u>2024</u>	<u>2023</u>
Lease cost		
Operating lease cost	\$ 280,532	\$ 249,544
	<u>2024</u>	<u>2023</u>
Other information		
Cash paid for amounts included in the measurement of lease liabilities		
Operating cash flows from operating leases	\$ 225,069	\$ 208,433
Right-of use assets obtained in exchange for new operating lease liabilities	34,089	-
Weighted-average remaining lease term		
Operating leases	7.00 years	7.02 years
Weighted-average discount rate		
Operating leases	3.98%	3.98%

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Future minimum lease payments and reconciliation to the statement of financial position at September 30, 2024, are as follows:

2025	\$ 282,506
2026	291,859
2027	273,029
2028	251,081
Thereafter	<u>305,955</u>
Total future undiscounted lease payments	1,404,430
Less interest	<u>(125,731)</u>
Lease liabilities	<u><u>\$ 1,278,699</u></u>

Note 8. Retirement Plans

The Council participates in two non-contributory multiemployer defined pension plans. The risks of participating in these multiemployer plans are different from single-employer plans in the following aspects:

1. Assets contributed to the multiemployer plan by one employer/council may be used to provide benefits to employees of other participating employers/councils.
2. If a participating employer/council stops contributing to the plan, the unfunded obligations of the plan may be borne by the remaining participating employers/councils.
3. If the Council chooses to stop participating in its multiemployer plans, the Council may be required to pay those plans an amount based on the underfunded status of the plan, referred to as a withdrawal liability.

The Council participates in the National Girl Scout Council Retirement Plan (NGSCR), a noncontributory defined-benefit pension plan sponsored by Girl Scouts of the USA (EIN/Plan Number 13-1624016/PN 002). The National Board of 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 and vested benefits prior to July 31, 2010 are based on years of service and salary levels. The Council's pension expense and contributions to this plan for 2024 and 2023 was \$543,091.

Net plan assets grew during the year and are greater than the actuarial present value of accumulated Plan benefits as of January 1, 2024. On April 18, 2014, President Obama signed H.R. 4275 into law, a relief package unanimously passed by Congress that gives NGSCR the flexibility to adopt the *Pension Protection Act* (PPA) funding requirements immediately or not at all. NGSCR has elected to adopt this relief and not be subject to PPA. In September 2020, the National Board of Girl Scouts of the USA approved to lower the contributions from \$30 million to \$26 million starting in calendar year 2023 until the Plan is fully funded on a market basis. Aggregate annual contributions made in fiscal years 2024 and 2023 were \$27.4 million and \$27.5 million, respectively. Aggregate contributions to be made in fiscal year 2025 are expected to be \$26 million.

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The Council also participates in The Defined Benefit Pension Plan of United Way of Greater Toledo and Affiliated Agencies (EIN/Plan Number 34-4427947/PN 333) and covers certain employees of one of its legacy councils. This plan was approximately 94.52% funded as of December 31, 2023, which is the most recent information available. Pension expense and contributions to this plan were \$6,955 for 2024 and 2023. The Council's contribution is less than 5% of total plan contributions in 2024 and 2023.

The Council also has a 401(k) Thrift Plan covering substantially all employees. This plan calls for elective participant deferral limits of 1-100% of total eligible participant compensation. Plan management makes a safe harbor matching contribution of 100% of the participant's elective deferral that do not exceed 5% of the participant's compensation. Total expense related to the 401(k) Thrift Plan was \$269,613 and \$237,918 for fiscal years 2024 and 2023, respectively.

Note 9. Troop Funds Held In Trust

Bank accounts for each troop are established under the Council's employer identification number. All troop funds are maintained for the beneficial interest of the girls within the respective troop.

Management has estimated troop funds total approximately \$3,170,000 and \$3,014,000 at September 30, 2024 and 2023, respectively. These funds are not available for use by the Council and have not been included in the financial statements.

Note 10. Endowment

The Council's governing body is subject to the State of Ohio's Uniform Prudent Management of Institutional Funds Act (UPMIFA). As a result, the Council classifies amounts in its donor-restricted endowment funds as net assets with donor restrictions because those net assets are time restricted until the governing body appropriates such amounts for expenditures. Most of those net assets also are subject to purpose restrictions that must be met before being reclassified as net assets without donor restrictions.

Additionally, in accordance with UMPIFA, the Council considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

1. Duration and preservation of the fund
2. Purposes of the Council and the fund
3. General economic conditions
4. Possible effect of inflation and deflation
5. Expected total return from investment income and appreciation or depreciation of investments
6. Other resources of the Council
7. Investment policies of the Council

The Council's endowment consists of three individual funds established for a variety of purposes. As required by accounting principles generally accepted in the United States of America (GAAP), net assets associated with endowment funds, including board-designated endowment funds, are classified and reported based on the existence or absence of donor-imposed restrictions. As of September 30, 2024 and 2023, all endowment funds consisted of donor-restricted funds.

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Changes in donor-restricted endowment net assets for the years ended September 30, 2024 and 2023 were:

	<u>2024</u>	<u>2023</u>
Endowment net assets, beginning of year	\$ 2,623,199	\$ 2,528,748
Net appreciation	<u>130,144</u>	<u>94,451</u>
Endowment net assets, end of year	<u>\$ 2,753,343</u>	<u>\$ 2,623,199</u>

Investment and Spending Policies

The Council has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs and other items supported by its endowment while seeking to maintain the purchasing power of the endowment. Endowment assets include those assets of donor-restricted endowment funds the Council must hold in perpetuity. Under the Council's policies, endowment assets are invested in a manner that is intended to produce results that exceed the rate of inflation while assuming a low level of investment risk.

To satisfy its long-term rate of return objectives, the Council relies on a total return strategy in which investment returns are achieved through both current yield (investment income such as dividends and interest) and capital appreciation (both realized and unrealized). The Council targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

For one endowment fund held and managed by the Council, 50% of the realized gains and losses and 100% of the unrealized gains and losses are retained as assets with donor restrictions. For the other endowment funds, all gains and losses are recorded as assets with donor restrictions until appropriated for expenditure. These policies are consistent with the Council's objective to maintain the purchasing power of endowment assets held in perpetuity, as well as to provide additional real growth through new gifts and investment return. Unless otherwise authorized by the board of directors, appropriations shall not exceed 5% of the rolling three-year average market value as of September 30.

Underwater Endowments

The governing body of the Council has interpreted UPMIFA as not requiring the maintenance of purchasing power of the original gift amount contributed to an endowment fund, unless a donor stipulates the contrary. As a result of this interpretation, when reviewing its donor-restricted endowment funds, the Council considers a fund to be underwater if the fair value of the fund is less than the sum of

- a) the original value of initial and subsequent gift amounts donated to the fund and
- b) any accumulations to the fund that are required to be maintained in perpetuity in accordance with the direction of the applicable donor gift instrument.

The Council has interpreted UPMIFA to permit spending from underwater funds in accordance with the prudent measures required under the law.

At September 30, 2024 and 2023, the Council had no deficiencies in its endowment funds.

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Note 11. 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 September 30, comprise the following:

	<u>2024</u>	<u>2023</u>
Cash	\$ 1,842,719	\$ 1,746,060
Accounts receivable	422,083	487,504
Contributions receivable due within one year	135,480	164,358
Investments, highly liquid	14,237,222	12,542,871
	<u>16,637,504</u>	<u>14,940,793</u>
Less net assets with donor restrictions	(4,399,045)	(3,807,129)
Less net assets with board designations (excluding operating reserve)	(4,558,093)	(4,236,500)
	<u>(8,957,138)</u>	<u>(8,043,629)</u>
Total financial assets available to meet cash needs for general expenditures within one year	<u>\$ 7,680,366</u>	<u>\$ 6,897,164</u>

The Council regularly monitors the availability of resources required to meet its operating needs, while striving to maximize the investment of its available funds. In addition to financial assets available to meet general expenditures over the next 12-month period, the Council operates with a balanced budget and anticipates revenues sufficient to cover general expenditures over that period. The Board has designated portions of the net assets without donor restrictions for various purposes to provide for future needs, however, these funds remain available and may be spent at the discretion of the Board. Approximately 71% and 69% of the investment portfolio of the Council consists of highly liquid investments at September 30, 2024 and 2023, respectively.

Note 12. Significant Estimates

General Litigation

The Council is subject to certain claims and legal proceedings covering certain matters that arise in the ordinary course of its business activities. These matters are subject to various uncertainties. However, management believes that any liability that may ultimately result from the resolutions of these matters will not have a material adverse effect on its financial position, results of operations or cash flows.

Self-Insurance

In 2020, the Council elected to self-insure certain costs related to employee health and pharmacy plans. Costs resulting from noninsured losses are charged to expense when incurred. The Council had purchased insurance that limited its exposure for individual claims and limited its aggregate exposure to \$100,000 per participant. During, 2024, the Council terminated the self-insured medical plan and provided access to medical coverage through an Individual Coverage Health Reimbursement Arrangement (ICHRA) plan for our employees. Each employee electing coverage and participating in the plan holds their own individual policy and the Girl Scouts of Western Ohio provides an allowance to subsidize a portion or all of their plan premiums that meets affordability requirements. For the prior self-insured plan, participants and their providers have until December 31, 2024, to submit claims incurred under the plan that terminated effective December 31, 2023.

Provisions for losses expected under these programs are recorded based upon the Council's estimates of the aggregate liability for claims incurred and totaled approximately \$10,000 and \$190,000 for the years ended September 30, 2024 and 2023, respectively. The amount of actual losses incurred could differ materially from the estimates reflected in the financial statements.

Note 13. Subsequent Events

Subsequent events have been evaluated through January 15, 2025, which is the date the financial statements were available to be issued.