



Girl Scouts of Citrus Council, Inc.

FINANCIAL STATEMENTS

September 30, 2024 and 2023



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INDEPENDENT AUDITOR'S REPORT

The Board of Directors
Girl Scouts of Citrus Council, Inc.
Orlando, Florida

Opinion

We have audited the accompanying financial statements of Girl Scouts of Citrus Council, Inc. (a nonprofit organization), which comprise the statement of financial position as of September 30, 2024, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Girl Scouts of Citrus Council, Inc. as of September 30, 2024, and the changes in net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. 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 Citrus Council, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. 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 Citrus Council, Inc. ability to continue as a going concern within one year after the date that the 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 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, including omissions, 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 Citrus Council, Inc.'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 Citrus Council, Inc.'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.

Report on Summarized Comparative Information

We have previously audited Girl Scouts of Citrus Council, Inc.'s 2023 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated February 29, 2024. In our opinion, the summarized comparative information presented herein as of and for the year ended September 30, 2023, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Carr, Riggs & Ingram, L.L.C.

CARR, RIGGS & INGRAM, L.L.C.

Orlando, Florida
February 27, 2025

Girl Scouts of Citrus Council, Inc.
Statements of Financial Position

<i>September 30,</i>	2024	2023
Assets		
Current assets		
Cash and cash equivalents	\$ 1,216,411	\$ 1,420,157
Investments	2,561,517	2,102,722
Investments limited as to use	779,982	801,121
Other receivables, net of allowances for credit losses	29,878	16,781
Inventory	116,009	110,803
Prepaid expenses	120,173	163,715
Total current assets	4,823,970	4,615,299
Property and equipment, net	4,726,646	4,779,018
Finance lease right-of-use assets, net	40,478	61,597
Other assets	7,179	7,179
Total assets	\$ 9,598,273	\$ 9,463,093
Liabilities and Net Assets		
Current liabilities		
Accounts payable	\$ 78,836	\$ 65,066
Accrued expenses	295,225	313,438
Deferred revenues	271,448	341,256
Current portion of finance lease liabilities	20,900	19,517
Total current liabilities	666,409	739,277
Long-term liabilities		
Finance lease liabilities, less current portion	22,940	43,840
Total long-term liabilities	22,940	43,840
Total liabilities	689,349	783,117
Net assets		
Without donor restrictions		
Board designated - reserves	2,528,187	2,073,768
Undesignated	5,537,789	5,750,143
Without donor restrictions	8,065,976	7,823,911
With donor restrictions	842,948	856,065
Total net assets	8,908,924	8,679,976
Total liabilities and net assets	\$ 9,598,273	\$ 9,463,093

The accompanying notes are an integral part of these financial statements.

Girl Scouts of Citrus Council, Inc.
Statement of Activities
(with prior year summarized information)

<i>For the years ended September 30,</i>	Without Donor Restrictions	With Donor Restrictions	2024 Total	2023 Summarized Total
Revenue and Other Support				
Sales revenue	\$ 7,133,333	\$ -	\$ 7,133,333	\$ 6,898,101
Service fees	139,350	-	139,350	318,461
Less cost of sales	(2,761,842)	-	(2,761,842)	(2,511,762)
Net sales revenue	4,510,841	-	4,510,841	4,704,800
Contributions and grant revenue	194,701	13,891	208,592	409,321
United Way funding	12,430	-	12,430	17,120
Other income	208,161	-	208,161	191,787
Investment income (loss), net	484,588	176,767	661,355	323,840
Net assets released from restrictions	203,775	(203,775)	-	-
Total revenue and other support	5,614,496	(13,117)	5,601,379	5,646,868
Expenses				
Program expenses				
Service to troops	1,221,727	-	1,221,727	1,382,433
Educational programs	1,615,880	-	1,615,880	2,146,161
Properties	845,110	-	845,110	895,277
Public relations	571,213	-	571,213	643,251
Total program expenses	4,253,930	-	4,253,930	5,067,122
Supporting expenses				
Administration	588,082	-	588,082	589,932
Fund development	530,419	-	530,419	349,376
Total supporting expenses	1,118,501	-	1,118,501	939,308
Total expenses	5,372,431	-	5,372,431	6,006,430
Change in Net Assets	242,065	(13,117)	228,948	(359,562)
Net assets at beginning of year	7,823,911	856,065	8,679,976	9,039,538
Net assets at end of year	\$ 8,065,976	\$ 842,948	\$ 8,908,924	\$ 8,679,976

The accompanying notes are an integral part of these financial statements.

Girl Scouts of Citrus Council, Inc.
Statements of Functional Expenses

<i>For the year ended September 30, 2024</i>	Program Expenses				Supporting Expenses		Total Expenses
	Service to Troops	Educational Programs	Properties	Public Relations	Administration	Fund Development	
Labor Expenses:							
Salaries	\$ 671,381	\$ 663,732	\$ 170,364	\$ 314,124	\$ 215,409	\$ 262,386	\$ 2,297,396
Payroll taxes	46,562	46,488	10,975	21,878	40,344	19,314	185,561
Employee benefits	92,996	66,628	11,265	58,986	35,219	45,054	310,148
Retirement plan	56,018	55,380	14,215	26,210	17,973	21,893	191,689
Total labor expenses	866,957	832,228	206,819	421,198	308,945	348,647	2,984,794
Other Expenses:							
Occupancy	5,863	5,796	329,006	2,743	1,881	2,291	347,580
Professional fees	101,805	107,500	39,434	92,775	167,878	122,854	632,246
Depreciation and amortization	43,954	136,054	103,753	20,565	14,102	17,178	335,606
Program expenses	16,581	159,923	7,659	537	-	5,162	189,862
Food costs	1,517	25,571	143	90	8,670	393	36,384
Maintenance and repairs	225	17,899	131,431	716	488	1,373	152,132
Conferences, conventions and meetings	4,207	26,200	1,455	1,887	42,765	2,607	79,121
Telephone/Communications	24,750	24,558	6,055	13,367	8,286	9,498	86,514
Assistance to girls and adults	67,389	3,013	-	-	1,452	1,352	73,206
Equipment rental and noncapital purchases	5,200	7,867	8,287	1,303	892	1,088	24,637
Printing and publications	16,498	18,622	2,580	10,595	2,884	4,460	55,639
Transportation	3,112	6,381	1,195	128	391	10	11,217
Recognition items	38,280	181,829	35	65	7,926	1,636	229,771
Interest	1,344	1,329	341	629	431	525	4,599
Miscellaneous	22,080	10,547	6,137	3,591	2,637	9,463	54,455
Supplies	1,570	10,167	600	633	2,438	558	15,966
Bank and merchant fees	-	12,671	113	-	5,763	33	18,580
Postage and shipping	372	5,092	61	108	2,656	607	8,896
Dues and subscriptions	23	1,776	6	283	7,597	684	10,369
Bad debts and insufficient fund fees	-	20,857	-	-	-	-	20,857
Total other expenses	354,770	783,652	638,291	150,015	279,137	181,772	2,387,637
Total	\$ 1,221,727	\$ 1,615,880	\$ 845,110	\$ 571,213	\$ 588,082	\$ 530,419	\$ 5,372,431

Percentage of total expenses	23%	29%	16%	11%	11%	10%	100%
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The accompanying notes are an integral part of these financial statements.

Girl Scouts of Citrus Council, Inc.
Statements of Functional Expenses - Continued

<i>For the year ended September 30, 2023</i>	Program Expenses				Supporting Expenses		Total Expenses
	Service to Troops	Educational Programs	Properties	Public Relations	Administration	Fund Development	
Labor Expenses:							
Salaries	\$ 730,544	\$ 936,577	\$ 192,160	\$ 334,342	\$ 163,352	\$ 200,442	\$ 2,557,417
Payroll taxes	53,338	70,699	14,542	25,031	43,941	15,227	222,778
Employee benefits	111,488	112,769	41,337	57,351	31,768	5,937	360,650
Retirement plan	57,887	74,212	15,226	26,493	12,944	15,883	202,645
Total labor expenses	953,257	1,194,257	263,265	443,217	252,005	237,489	3,343,490
Other Expenses:							
Occupancy	5,649	7,243	302,460	2,585	1,263	1,555	320,755
Professional fees	78,034	142,891	38,760	86,231	226,226	39,177	611,319
Depreciation and amortization	95,264	122,130	25,058	43,598	21,301	26,138	333,489
Program expenses	22,356	185,019	15,862	149	11	3,889	227,286
Food costs	5,276	40,433	633	248	12,441	58	59,089
Maintenance and repairs	152	24,968	208,641	251	568	11	234,591
Conferences, conventions and meetings	54,742	95,072	15,287	25,625	33,954	17,813	242,493
Telephone/Communications	27,242	32,141	6,767	14,481	5,898	9,438	95,967
Assistance to girls and adults	40,033	320	-	-	642	2,201	43,196
Equipment rental and noncapital purchases	6,262	7,217	4,695	1,957	9,398	1,173	30,702
Printing and publications	17,981	17,049	2,503	17,925	4,578	3,316	63,352
Transportation	5,547	16,158	184	239	1,317	221	23,666
Recognition items	47,898	195,384	37	65	2,357	39	245,780
Interest	-	-	109	-	-	-	109
Miscellaneous	17,674	12,089	6,963	3,273	2,908	5,703	48,610
Supplies	3,413	8,803	3,998	1,607	1,571	552	19,944
Bank and merchant fees	495	16,956	-	-	8,119	84	25,654
Postage and shipping	1,158	2,316	55	15	1,153	219	4,916
Dues and subscriptions	-	2,490	-	1,785	4,222	300	8,797
Bad debts and insufficient fund fees	-	23,225	-	-	-	-	23,225
Total other expenses	429,176	951,904	632,012	200,034	337,927	111,887	2,662,940
Total	\$ 1,382,433	\$ 2,146,161	\$ 895,277	\$ 643,251	\$ 589,932	\$ 349,376	\$ 6,006,430
Percentage of total expenses	23%	35%	15%	11%	10%	6%	100%

The accompanying notes are an integral part of these financial statements.

Girl Scouts of Citrus Council, Inc.
Statements of Cash Flows

<i>For the years ended September 30,</i>	2024	2023
Operating Activities		
Change in net assets	\$ 228,948	\$ (359,562)
Adjustments to reconcile changes in net assets to net cash provided by (used in) operating activities		
Depreciation	314,487	331,729
Amortization of right-of-use assets	21,119	1,760
Investment income reinvested	(438,792)	(300,235)
In-kind property and equipment	(19,517)	-
Changes in operating assets and liabilities		
(Increase) decrease in		
Other receivables, net	(13,097)	308,828
Inventory	(5,206)	(3,427)
Prepaid expenses	43,542	(9,152)
Increase (decrease) in		
Accounts payable	13,770	(38,877)
Accrued expenses	(18,213)	(29,379)
Deferred revenues	(69,808)	(59,060)
Total adjustments	(171,715)	202,187
Net cash provided by (used in) operating activities	57,233	(157,375)
Investing Activities		
Proceeds from sale of investments	1,136	1,118
Purchases of property and equipment	(262,115)	(105,143)
Net cash used in investing activities	(260,979)	(104,025)
Financing Activities		
Payments on notes payable	-	(3,816)
Net cash used in financing activities	-	(3,816)
Net change in cash and cash equivalents	(203,746)	(265,216)
Cash and cash equivalents at beginning of year	1,420,157	1,685,373
Cash and cash equivalents at end of year	\$ 1,216,411	\$ 1,420,157

The accompanying notes are an integral part of these financial statements.

Girl Scouts of Citrus Council, Inc. Notes to Financial Statements

Note 1: DESCRIPTION OF THE ORGANIZATION

Girl Scouts of Citrus Council, Inc. (the Council) is a Florida, not-for-profit Corporation incorporated in 1968 to promote and manage scouting programs for girls in the following six counties of east central Florida: Brevard, Lake, Orange, Osceola, Seminole, and Volusia. The Council serves approximately 600 individual Girl Scout troops.

Note 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP). The Financial Accounting Standards Board (FASB) provides authoritative guidance regarding U.S. GAAP through the Accounting Standards Codification (ASC) and related Accounting Standards Updates (ASUs).

Use of Estimates

The preparation of U.S. GAAP financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and changes therein, and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. Estimates that are particularly susceptible to significant change in the near term are related to contributions of non-financial assets, determining the functional expense allocation, the fair value of the Girl Scouts USA pension liability (for disclosure purposes only), and the useful lives of property and equipment.

Comparative Financial Information

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles. Accordingly, such information should be read in conjunction with the Council's financial statements for the year ended September 30, 2023, from which the summarized information was derived.

Cash and Cash Equivalents

Cash and cash equivalents include cash and highly liquid investments with an original maturity of 90 days or less. For purposes of the cash flow statement, cash and cash equivalents do not include investments limited as to use.

Girl Scouts of Citrus Council, Inc.
Notes to Financial Statements

Note 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Investments Limited as to Use

Investments limited as to use consist of cash and marketable securities held in trust for the purpose of funding scouting activities for the benefit of girls in Brevard County and are carried at estimated fair value as determined by quoted market prices.

Other Receivables, Receivables from Contracts

Receivables from contracts consists of amounts owed to the Council for cookie sales for the years ended September 30, 2024, and 2023 and other receivables consisted primarily of amounts owed from a grant. Other receivables and receivables from contracts are stated at unpaid balances, less an allowance for credit losses, and are expected to be collected within twelve months.

Allowance for Credit Losses

Management evaluates its receivables on an ongoing basis by analyzing customer relationships and previous payment histories. The allowance for credit losses is management's best estimate of the amount of expected credit losses in the existing accounts based on current market conditions. Historically, losses on uncollectible accounts have been within management's expectations. The allowance for credit losses is reviewed on a periodic basis to ensure there is sufficient reserve to cover any potential credit losses. When receivables are considered uncollectible, they are charged against the allowance for credit losses. Collections on accounts previously written off are included in the change in net assets as received. The allowance for credit losses was \$20,857 and \$23,225 at September 30, 2024 and 2023, respectively.

Inventory

Inventory of clothing and other merchandise is stated at the lower of cost or net realizable value. Cost is determined by the first-in, first-out method, and includes the shipping costs of inventory received. When evidence exists that the net realizable value of inventory is lower than its cost, the difference is recognized as a loss in the statement of activities in the period in which it occurs.

Property and Equipment

All acquisitions of property and equipment in excess of \$1,000 and all expenditures for maintenance, renewals, and betterments that materially prolong the useful lives of assets are capitalized. Repairs and maintenance are expensed as incurred. Property and equipment are carried at costs or, if donated, at the approximate fair value at the date of donation. Depreciation and amortization of property is computed using the straight-line method over the estimated useful lives of the assets. Estimated useful lives used in computing depreciation lives of the assets range from 3 to 30 years.

Girl Scouts of Citrus Council, Inc. Notes to Financial Statements

Note 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Impairment of Long-Lived Assets

In the event that facts and circumstances indicate that long-lived assets may be impaired, an evaluation of recoverability would be performed. If an evaluation is required, the estimated future undiscounted cash flows associated with the asset would be compared to the asset's carrying amount to determine if a write-down is required. If a write-down is required, the Council would prepare a discounted cash flow analysis to determine the amount of the write-down.

Deferred Revenues

Deferred revenues consist of amounts received from grants but not yet spent and from insurance proceeds (see Note 15) for the year ended September 30, 2023.

Leases

The Council leases computers. The Council determines if an arrangement is a lease at inception. Operating leases are included in operating lease right-of-use (ROU) assets, other current liabilities, and operating lease liabilities in the statements of financial position. Finance leases are included in finance lease right-of-use assets, net, current liabilities, and long-term 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. Operating lease ROU assets and liabilities are recognized at commencement date based on the present value of lease payments over the lease term. As most of the leases do not provide an implicit rate, the Council uses a risk-free rate based on the information available at commencement date in determining the present value of lease payments. The operating lease ROU asset also includes any lease payments made and excludes lease incentives. The lease terms may include options to extend or terminate the lease when it is reasonably certain that the Council will exercise that option. Lease expense for lease payments is recognized on a straight-line basis over the lease term.

The Council's lease agreements do not contain any material residual value guarantees or material restrictive covenants.

Net Assets

The Council reports information regarding its financial position and activities according to two classes of net assets that are based upon the existence or absence of restrictions on use that are placed by its donors: net assets without donor restrictions and net assets with donor restrictions.

Girl Scouts of Citrus Council, Inc. Notes to Financial Statements

Note 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Net Assets (Continued)

Net assets without donor restrictions are resources available to support operations and not subject to donor restrictions. The only limits on the use of net assets without donor restrictions are the broad limits resulting from the nature of the Council, the environment in which it operates, and any limits resulting from contractual agreements with creditors and others that are entered into in the course of its operations. From time to time, the Board designates a portion of these net assets for specific purposes which make them unavailable for use.

Net assets with donor restrictions are resources that are subject to donor imposed restrictions. Some restrictions are temporary in nature, such as those that are restricted by a donor for use for a particular purpose or in a particular future period. Other restrictions may be perpetual in nature; such as those that are restricted by a donor that the resources be maintained in perpetuity.

When a donor's restriction is satisfied, either by using the resources in the manner specified by the donor or by the passage of time, the expiration of the restriction is reported in the financial statements by reclassifying the net assets from net assets with donor restrictions to net assets without donor restrictions.

Revenue Recognition

The Council recognizes revenue from service fees and the sale of cookies and products, such as nuts, candy and magazines. The Council also has a retail store that sells clothing, banners and other items. Additionally, the Council recognizes revenue from camps and events held. The funds collected from these goods and services are accounted for under ASC Topic 606, *Revenue from Contracts with Customers* (ASC 606), recognizing revenue when performance obligations under the terms of the contracts with customers are satisfied, which would be the period of time when the goods are sold and ownership is transferred to the purchaser or when the camps and events occur, respectively.

Contributions are recognized when cash, other assets, an unconditional promise to give, or notification of a beneficial interest is received and are recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor restrictions. Donor-restricted support is reported as an increase in net assets with donor restrictions. Support that is restricted by the donor is reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the support is recognized.

When a restriction is accomplished or it expires (that is when a 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 statement of activities as "net assets released from restrictions."

Girl Scouts of Citrus Council, Inc.

Notes to Financial Statements

Note 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Donated Assets

Donated materials are recognized as revenues at their estimated fair value when they are contributed to the Council. For the years ended September 30, 2024 and 2023, there were no donated assets.

Donated Services

Donated services are recognized as contributions if the services (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Council. Volunteers provided fund-raising services throughout the year that are not recognized as contributions in the financial statements since the recognition criteria were not met.

Functional Allocation of Expenses

Directly identifiable expenses are charged to programs and supporting services. Accordingly, certain costs have been allocated between the program services and supporting activities of the Council. These allocations have been made based on considerations of time and for the related activities.

Expenses where no specific allocation can be made are allocated across the programs and supporting services based on the payroll percentage each area is responsible for of the overall salary costs. This is deemed by the Council to be the most appropriate allocation of the expenses.

Income Taxes

Under section 501(c)(3) of the Internal revenue Code, the Council is exempt from taxes on income other than unrelated business income. The Council has not incurred unrelated business income taxes. As a result, no income tax liability or provision has been included in the accompanying financial statements. Additionally, the Council has not recognized any liability for unrecognized tax benefits as it has no known tax positions that would subject the Council to any material income tax exposure.

Troop Accounts and Activities

The accompanying financial statements do not include financial data for individual Girl Scout troops and other related volunteer-led groups such as service units, committees and volunteer-led camps. Bank accounts held by such groups are under the Council's federal identification number but not under the control of the Council. The Council has no signature authority nor does it access troop accounts, in accordance with the Council's established policies and procedures, other than for the purposes of closing dormant or forfeited accounts after an extended period of inactivity and to process ACH payments to pay for product sales. Annually, troops and groups are required to report to the Council the balance in their accounts and the sources and uses of funds since the last reporting date.

Girl Scouts of Citrus Council, Inc. Notes to Financial Statements

Note 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Troop Accounts and Activities (Continued)

As of September 30, 2024 and 2023, there were approximately 600 and 850 troops, respectively, in the Council, and the Council estimates the balances in the troop accounts total approximately \$1,677,000 and \$1,650,000, respectively. These funds are used to support independent troop activities as determined by the troops.

Subsequent Events

Management has evaluated subsequent events through the date that the financial statements were available to be issued February 27, 2025, and determined that there were no events that occurred that required disclosure. No subsequent events occurring after this date have been evaluated for inclusion in these financial statements.

Recent Accounting Pronouncements

In June 2016, the FASB issued ASU 2016-13, *Financial Instruments-Credit Losses* (Topic 326): Measurement of Credit Losses on Financial Instruments, which is often referred to as the CECL model, or current expected credit losses. Among other things, the amendments in this ASU require the measurement of all expected credit losses for financial assets held at the reporting date based on historical experience, current conditions, and reasonable and supportable forecasts. Organizations will now use forward-looking information to better inform their credit loss estimates. Many of the loss estimation techniques applied today will still be permitted, although the inputs to those techniques will change to reflect the full amount of expected credit losses. In addition, the ASU amends the accounting for credit losses on available-for-sale debt securities and purchased financial assets with credit deterioration.

The Council adopted ASU 2016-13 on October 1, 2023. The impact of the adoption was not considered material to the financial statements and primarily resulted in enhanced disclosures only.

Girl Scouts of Citrus Council, Inc.
Notes to Financial Statements

Note 3: LIQUIDITY AND AVAILABILITY OF RESOURCES

The Council maintains its financial assets primarily in cash and cash equivalents and investments to provide liquidity to ensure funds are available as the Council's expenditures come due. The following reflects the Council's financial assets as of the statement of financial position date, reduced by amounts not available for general use within one year of the statement of financial position date because of contractual or donor-imposed restrictions.

<i>September 30,</i>	2024	2023
Cash and cash equivalents	\$ 1,216,411	\$ 1,420,157
Investments	2,561,517	2,102,722
Investments limited as to use	779,982	801,121
Other receivables, net	29,878	16,781
Financial assets, at year-end	4,587,788	4,340,781
Less those not available for general expenditures within one year, due to contractual or donor-imposed restrictions		
Restricted by donors with time or purpose restrictions	(842,948)	(856,065)
Board designations for reserves	(2,528,187)	(2,073,768)
Financial assets available to meet cash needs for general expenditures within one year	\$ 1,216,653	\$ 1,410,948

Liquidity Management

The Council's management and Finance Committee monitor cash flows on a monthly basis. The Council invests excess funds in fixed income and equity securities. At September 30, 2024 and 2023, there are funds of \$2,528,187 and \$2,073,768, designated by the Board of Directors for reserves. If needed, the Board of Directors can undesignate these amounts for immediate liquidity needs.

Note 4: INVENTORY

Inventory consists of the following:

<i>September 30,</i>	2024	2023
Girl Scout merchandise	\$ 116,009	\$ 110,803
Total inventory	\$ 116,009	\$ 110,803

Girl Scouts of Citrus Council, Inc.
Notes to Financial Statements

Note 5: INVESTMENTS AND INVESTMENTS LIMITED TO USE

Investments limited as to use includes \$779,982 and \$801,121, held in trust as of September 30, 2024 and 2023, respectively. In 1975, the Council created the Girl Scout Gertrude M. Alford Trust Fund as a result of receiving a bequest restricted to supporting Girl Scout activities in the central Brevard County, Florida area. Principal and income of the trust may be distributed for these purposes.

The remaining investments include funds board designated for operational and capital reserves and funds restricted for development.

Total net investments and investments limited as to use consists of the following at September 30:

<i>September 30,</i>	2024	2023
Fixed income and equity securities	\$ 3,194,641	\$ 2,743,443
Cash and cash equivalents	146,858	160,400
	\$ 3,341,499	\$ 2,903,843

Net investment income for the years ended September 30, 2024 and 2023, includes approximately \$125,000 and \$100,000, of interest and dividends, \$558,000 and \$243,000 of net realized and unrealized gains and \$21,000 and \$19,000, of investment expenses, respectively.

Note 6: PROPERTY AND EQUIPMENT

Property and equipment consists of the following at September 30:

<i>September 30,</i>	2024	2023
Land and land improvements	\$ 2,425,357	\$ 2,240,810
Buildings and building improvements	7,417,766	7,369,847
Furniture, fixtures and equipment	1,187,372	1,158,423
Construction in process	25,660	24,960
	11,056,155	10,794,040
Less accumulated depreciation	(6,329,509)	(6,015,022)
Net property and equipment	\$ 4,726,646	\$ 4,779,018

Depreciation expense for the years ended September 30, 2024 and 2023, amounted to \$314,487 and \$331,729, respectively.

Girl Scouts of Citrus Council, Inc.
Notes to Financial Statements

Note 6: PROPERTY AND EQUIPMENT (Continued)

The Council has legal use of certain lands, which are not owned by the Council, in Orange, Brevard and Lake Counties for Girl Scout programs, for nominal or no consideration. The value of the use of the lands has not been recorded because it does not meet the required criteria for recording. Use of these properties reverts back to the owners if the properties are no longer used for Girl Scout programs. The Council is responsible for normal upkeep of these properties.

Note 7: LEASES

During the year ended September 30, 2023, the Council entered into a finance lease for computers and tablets. The lease has a remaining lease terms of 3 years. As of September 30, 2024, assets recorded under finance leases were \$63,357 and accumulated depreciation associated with the finance lease was \$22,879.

The components of lease expense consist of the following:

<i>For the years ended September 30,</i>	2024	2023
Finance lease cost		
Amortization of right-of-use asset	\$ 21,119	\$ 1,760
Interest on lease liabilities	4,599	-
Total finance lease cost	\$ 25,718	\$ 1,760

Other information related to leases was as follows:

<i>For the years ended September 30,</i>	2024	2023
Supplemental Cash Flow Information		
Right-of-use assets obtained in exchange for lease obligations		
Finance leases	\$ -	\$ 63,357

Girl Scouts of Citrus Council, Inc.
Notes to Financial Statements

Note 7: LEASES (Continued)

Weighted average remaining lease term and discount rates consist of the following:

<i>For the years ended September 30,</i>	2024	2023
Weighted average remaining lease term		
Operating leases	2 years	3 years
Weighted average discount rate		
Finance leases	9.34%	9.34%

Future minimum lease payments under non-cancellable leases were as follows:

<i>For the years ending September 30,</i>	Finance Leases
2025	\$ 24,116
2026	24,116
Total future minimum lease payments	48,232
Less imputed interest	(4,392)
Present value of lease liabilities	\$ 43,840

Note 8: NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions were released from restrictions for the following purposes during the following:

<i>For the years ended September 30,</i>	2024	2023
Scouting activities for the benefit of girls in Brevard County	\$ 192,394	\$ -
Development	1,136	1,118
Museum	-	9,379
Riverpoint	10,245	25,541
	\$ 203,775	\$ 36,038

Girl Scouts of Citrus Council, Inc.
Notes to Financial Statements

Note 8: NET ASSETS WITH DONOR RESTRICTIONS (Continued)

Net assets with donor restrictions consist of the following at September 30:

<i>September 30,</i>	2024	2023
Scouting activities for the benefit of girls in Brevard County	\$ 779,982	\$ 801,121
Development	33,329	28,952
Riverpoint	29,637	25,992
	\$ 842,948	\$ 856,065

Note 9: REVENUE

The Council is recognizing sales revenue at the time when the goods are sold or when the camps and events occur.

Disaggregated Revenue

<i>For the years ended September 30,</i>	2024	2023
Cookie sales	\$ 6,172,508	\$ 5,940,906
Fall product sales	673,533	627,736
Retail sales	287,292	329,459
	\$ 7,133,333	\$ 6,898,101

Contract Balances

<i>September 30,</i>	2024	2023
Receivables from contracts, beginning of year	\$ 23,225	\$ 9,050
Receivables from contracts, end of year	\$ 20,857	\$ 23,225

Receivables from contracts was fully allowed for during the years ended September 30, 2024 and 2023.

Girl Scouts of Citrus Council, Inc. Notes to Financial Statements

Note 10: LINE OF CREDIT

The Council maintains a line of credit agreement with a financial institution. Available borrowings related to the agreement are \$1,000,000, with a variable interest rate of 1.00% plus the Wall Street Journal prime rate. There is a requirement that the Council maintain a minimum liquidity of \$2,000,000. The credit line renews annually. There was no outstanding balance as of September 30, 2024 and 2023.

Note 11: FAIR VALUE MEASUREMENTS

Fair value is the exchange price that would be received for an asset or paid to transfer a liability (exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. There are three levels of inputs that may be used to measure fair values:

Level 1: Quoted prices (unadjusted) for identical assets or liabilities in active markets that the entity has the ability to access as of the measurement date.

Level 2: Significant other observable inputs other than Level 1 prices, such as:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs, other than quoted prices, that are:
 - observable; or
 - can be corroborated by observable market data.

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3: Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques maximize the use of relevant observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at September 30, 2024 and 2023.

Equity securities: Valued at the closing price reported on the active market on which the individual securities are traded.

Fixed income securities: Valued using pricing models maximizing the use of observable inputs for similar securities. This includes basing value on yields currently available on comparable securities of issuers with similar credit ratings.

Girl Scouts of Citrus Council, Inc.
Notes to Financial Statements

Note 11: FAIR VALUE MEASUREMENTS (Continued)

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Council believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine fair value of certain financial instruments could result in different fair value measurements at the reporting date.

Assets and liabilities measured at fair value on a recurring basis consists of the following:

<i>September 30, 2024</i>	Level 1	Level 2	Level 3	Total
Equity securities	\$ 1,879,691	\$ -	\$ 6,666	\$ 1,886,357
Fixed income securities	1,308,284	-	-	1,308,284
Total investments at fair value	\$ 3,187,975	\$ -	\$ 6,666	\$ 3,194,641

<i>September 30, 2023</i>	Level 1	Level 2	Level 3	Total
Equity securities	\$ 1,516,817	\$ -	\$ 5,790	\$ 1,522,607
Fixed income securities	1,220,836	-	-	1,220,836
Total investments at fair value	\$ 2,737,653	\$ -	\$ 5,790	\$ 2,743,443

Changes in Fair Value Levels

The availability of observable market data is monitored to assess the appropriate classification of financial instruments within the fair value hierarchy. Changes in economic conditions or model-based valuation techniques may require the transfer of financial instruments from one fair value level to another. In such instances, the transfer is reported at the beginning of the reporting period.

For the year ended September 30, 2024, there were no significant transfers in or out of Levels 1, 2 or 3.

Girl Scouts of Citrus Council, Inc.
Notes to Financial Statements

Note 12: CONCENTRATIONS

The scouting programs that the Council promotes and manages are located concentrated in the east central Florida region. Should the area experience a significant economic downturn, there could potentially be an adverse effect on the Council's operations.

The Council maintains its cash and cash equivalents in deposit accounts which may exceed federally insured limits, may not be federally insured, or may be insured by an entity other than an agency of the federal government. The Council believes it is not exposed to any significant credit risk on cash and cash equivalents and has not experienced any losses in such accounts.

Sales of cookies generated approximately 71% of the Council's total revenues for the years ended September 30, 2024 and 2023, respectively.

Note 13: RETIREMENT PLANS

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. 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.

Net Plan assets increased during the year but are less than the actuarial present value of accumulated Plan benefits as of January 1, 2024. On April 8, 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 2023 and 2024 were \$27.5 million and \$27.4 million, respectively. Aggregate contributions to be made in fiscal 2025 are expected to be \$26 million.

Net Plan assets available and Plan liabilities from the November 1, 2024, Summary of Actuarial Valuation report by Willis Towers Watson, prepared for Girl Scouts USA are as follows:

<i>January 1,</i>	2024	2023
Fair value of the Plan Assets	421,000,000	395,900,000
Accumulated Liability of the Plan	497,100,000	498,000,000
Funded Ratio	85%	79%

Girl Scouts of Citrus Council, Inc. **Notes to Financial Statements**

Note 13: RETIREMENT PLANS (Continued)

The risks of participating in multiemployer plans are different from single-employer plans in the following aspects:

- a. Assets contributed to the multiemployer plan by one employer may be used to provide benefits to employees of other participating employers.
- b. If a participating employer stops contributing to the plan, the unfunded obligations of the plan may be borne by the remaining participating employers.

Contributions made by the Council during the years ended September 30, 2024 and 2023, were \$191,688 and \$202,644, respectively, of which \$7,496 and \$8,341, were provided through financial assistance by Girl Scouts USA, respectively. These contributions represented less than 1% of total Plan contributions for the years ended September 30, 2024 and 2023.

The Council was notified by the Plan that contributions beginning January 1, 2024, will be approximately the same as those for 2023.

The Council also maintains a Section 401(k) profit sharing plan (the Profit Sharing Plan). All Council employees are eligible to participate in voluntary salary reduction contributions to the Profit Sharing Plan. All employees over the age of twenty-one who have completed one year of service with the Council are eligible to receive employer matching contributions. The Council may match employee contributions to the Profit Sharing Plan, up to 3% of compensation. The Council did not make any contributions to the Profit Sharing Plan during the years ended September 30, 2024 or 2023.

Note 14: RELATED PARTIES AND TRANSACTIONS

The Council reimbursed Girl Scouts USA for membership fees totaling \$86,700 and \$51,800, for girls needing financial assistance during the years ended September 30, 2024 and 2023, respectively. In addition, the Council purchased scouting inventory from Girl Scouts USA totaling \$169,783 and \$157,762, respectively, during the years ended September 30, 2024 and 2023.

During the years ended September 30, 2024 and 2023, the Girl Scout troops in the Council retained \$1,667,683 and \$1,608,058, of product sales proceeds for their fundraising efforts. These amounts are not included as revenue for the Council on the accompanying statement of activities.

Note 15: FIRE AND HURRICANE DAMAGE

In April 2017, a fire occurred in the Mahkahwee camp that damaged a portion of the landscape, buildings and equipment.

During the year ended September 30, 2017, the Council's camps were impacted by two hurricanes.

Girl Scouts of Citrus Council, Inc.
Notes to Financial Statements

Note 15: FIRE AND HURRICANE DAMAGE (Continued)

The cumulative amount of insurance proceeds received and related repairs and other costs incurred related to the fire claim and the hurricanes claims are as follows as of September 30:

<i>September 30,</i>	2024	2023
Fire		
Insurance proceeds received	\$ 957,630	\$ 957,630
Insurance revenue recognized	(957,630)	(875,896)
Amount of revenue deferred	-	81,734
Hurricanes		
Insurance proceeds received	171,966	171,966
Insurance revenue recognized	(171,966)	(94,477)
Amount of revenue deferred	-	77,489
Total amount of revenue deferred	\$ -	\$ 159,223

The insurance proceeds net of incurred service fees were included as deferred revenues on the accompanying statements of financial position until the related repairs are completed. The amount of insurance proceeds recognized as revenue was approximately \$190,000 and \$60,000 for the years ended September 30, 2024 and 2023, respectively, and are included as other income in the accompanying statement of activities.

Note 16: SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION

During the years ended September 30, cash was paid as follows:

<i>September 30,</i>	2024	2023
Cash paid for interest	\$ 4,599	\$ 109
Cash paid for income taxes	\$ -	\$ -