

**GIRL SCOUT COUNCIL OF  
THE NATION'S CAPITAL**

**AUDITED FINANCIAL STATEMENTS**

**YEARS ENDED SEPTEMBER 30, 2021 AND 2020**

# **Girl Scout Council of the Nation's Capital**

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## Independent Auditor's Report

Board of Directors  
**Girl Scout Council of the Nation's Capital**  
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We have audited the accompanying financial statements of the **Girl Scout Council of the Nation's Capital** (a nonprofit organization), which comprise the Statements of Financial Position as of September 30, 2021 and 2020 and the related Statements of Activities, Changes in Net Assets, Functional Expenses, and Cash Flows for the years then ended, and the related notes to the financial statements.

### ***Management's Responsibility for the Financial Statements***

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

### ***Auditor's Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## **Independent Auditor's Report (continued)**

### ***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of **Girl Scout Council of the Nation's Capital** as of September 30, 2021 and 2020 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.

### ***Adoption of Accounting Standards Update (ASU) 2014-09, Revenue from Contracts with Customers (Topic 606)***

As discussed in Note 1 to the consolidated financial statements, effective October 1, 2020, the Council changed its method of accounting for revenue in these consolidated financial statements due to the adoption of ASU 2014-09, *Revenue from Contracts with Customers (Topic 606)*, as amended, using the modified retrospective adoption method. Our opinion is not modified with respect to this matter.

*Aronson LLC*

Rockville, Maryland  
February 9, 2022

# Girl Scout Council of the Nation's Capital

## Statements of Financial Position

<i>September 30,</i>	<b>2021</b>	<b>2020</b>
<b>Assets</b>		
Cash and cash equivalents	\$ 6,086,622	\$ 5,920,665
Accounts receivable, net	80,991	119,429
Contributions receivable, net	216,695	178,325
Inventory	313,916	418,818
Prepaid expenses and deposits	433,346	475,840
Investments	15,693,344	13,660,867
Beneficial interest in perpetual trusts	90,230	90,230
Property and equipment, net	25,414,505	25,477,416
<b>Total assets</b>	<b>\$ 48,329,649</b>	<b>\$ 46,341,590</b>
<b>Liabilities and Net Assets</b>		
Accounts payable and accrued expenses	\$ 403,831	\$ 279,511
Accrued payroll and related liabilities	639,273	555,408
Deferred rent	804,099	856,808
Deferred revenue	50,793	7,156
Capital lease obligation	29,894	155,161
PPP loan	1,257,500	1,340,600
Note payable	27,716	35,547
<b>Total liabilities</b>	<b>3,213,106</b>	<b>3,230,191</b>
<b>Net assets</b>		
Without donor restrictions		
Board designated - operating reserve	10,102,641	8,359,677
Undesignated	31,191,830	31,133,416
<b>Total net assets without donor restrictions</b>	<b>41,294,471</b>	<b>39,493,093</b>
With donor restrictions	3,822,072	3,618,306
<b>Total net assets</b>	<b>45,116,543</b>	<b>43,111,399</b>
<b>Total liabilities and net assets</b>	<b>\$ 48,329,649</b>	<b>\$ 46,341,590</b>

The accompanying Notes to Financial Statements are an integral part of these financial statements.

**Girl Scout Council of the Nation's Capital**

**Statements of Activities**

<i>For the Years Ended September 30,</i>	<b>2021</b>			<b>2020</b>
	<b>Operating</b>	<b>Capital</b>	<b>Total</b>	<b>Total</b>
<b>Changes in net assets without Donor Restrictions</b>				
<b>Revenue, gains, and other support</b>				
Sales	\$ 17,234,758	\$ -	\$ 17,234,758	\$ 20,761,917
Cost of Sales	7,551,053	-	7,551,053	6,304,409
<b>Net Sales</b>	<b>9,683,705</b>	<b>-</b>	<b>9,683,705</b>	<b>14,457,508</b>
<b>Other Support</b>				
Land contribution	-	145,000	145,000	-
Camping and other program fees	830,597	-	830,597	115,920
Foundation and corporate contributions	99,382	-	99,382	119,935
Government contributions	1,340,600	-	1,340,600	-
Annual giving campaigns	754,731	-	754,731	649,944
United Way designations	30,472	-	30,472	46,609
Interest and dividends	326,237	-	326,237	248,652
Other income	183,155	-	183,155	131,395
Net realized and unrealized gains on investments	1,793,741	-	1,793,741	483,514
<b>Total other support</b>	<b>5,358,915</b>	<b>145,000</b>	<b>5,503,915</b>	<b>1,795,969</b>
Net assets released from restrictions:				
Satisfaction of program restrictions	961,151	-	961,151	1,559,567
<b>Total revenue, gains, and other support</b>	<b>16,003,771</b>	<b>145,000</b>	<b>16,148,771</b>	<b>17,813,044</b>
<b>Expenses</b>				
<b>Program services:</b>				
Troop-type service	6,309,895	87,036	6,396,931	6,585,840
Camping and property	902,287	609,088	1,511,375	1,068,963
Day Camps and outreach	181,657	87,036	268,693	175,238
Adult/volunteer development	3,158,763	87,036	3,245,799	3,546,009
<b>Total program services</b>	<b>10,552,602</b>	<b>870,196</b>	<b>11,422,798</b>	<b>11,376,050</b>
<b>Support services:</b>				
Fundraising	1,449,870	-	1,449,870	1,596,919
Management and general	1,474,725	-	1,474,725	1,413,082
<b>Total support services</b>	<b>2,924,595</b>	<b>-</b>	<b>2,924,595</b>	<b>3,010,001</b>
<b>Total expenses</b>	<b>13,477,197</b>	<b>870,196</b>	<b>14,347,393</b>	<b>14,386,051</b>
<b>Increase in net assets without donor restrictions</b>	<b>2,526,574</b>	<b>(725,196)</b>	<b>1,801,378</b>	<b>3,426,993</b>
<b>Changes in net assets with donor restrictions</b>				
Foundation and corporate contributions	667,047	-	667,047	529,017
Individual giving contributions	454,864	-	454,864	360,786
Event sponsorships	700	-	700	126,850
Net assets released from restrictions	(961,151)	-	(961,151)	(1,559,567)
<b>Increase (decrease) in net assets with donor restrictions</b>	<b>161,460</b>	<b>-</b>	<b>161,460</b>	<b>(542,914)</b>
<b>Changes in net assets with donor restrictions in perpetuity</b>				
Contributions	42,306	-	42,306	52,939
<b>Increase in permanently restricted net assets</b>	<b>42,306</b>	<b>-</b>	<b>42,306</b>	<b>52,939</b>
<b>Increase in net assets</b>	<b>\$ 2,730,340</b>	<b>\$ (725,196)</b>	<b>\$ 2,005,144</b>	<b>\$ 2,937,018</b>

The accompanying Notes to Financial Statements are an integral part of these financial statements.

## **Girl Scout Council of the Nation's Capital**

### **Statements of Changes in Net Assets**

*For the Years Ended September 30,*

	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
<b>Net Assets, October 1, 2019</b>	\$ 36,066,100	\$ 4,108,281	\$ 40,174,381
Change in net assets	3,426,993	(489,975)	2,937,018
<b>Net Assets, September 30, 2020</b>	39,493,093	3,618,306	43,111,399
Change in net assets	<b>1,801,378</b>	<b>203,766</b>	<b>2,005,144</b>
<b>Net Assets, September 30, 2021</b>	<b>\$ 41,294,471</b>	<b>\$ 3,822,072</b>	<b>\$ 45,116,543</b>

The accompanying Notes to Financial Statements are an integral part of these financial statements.

**Girl Scout Council of the Nation's Capital**

**Statement of Functional Expenses**

	Program Services					Supporting Services			
	Troop-Type Service	Camping and Property	Day Camps and Outreach	Adult/Volunteer Development	Total Program Services	Fundraising	Management and General	Total	Total Expenses
<i>For the Year Ended September 30, 2021</i>									
Salaries	\$2,894,014	\$513,012	\$68,231	\$1,715,594	\$5,190,851	\$773,326	\$716,881	\$1,490,207	\$6,681,058
Staff health and retirement benefits	717,121	78,658	13,331	448,392	1,257,502	205,444	190,639	396,083	1,653,585
Payroll taxes	205,163	36,369	4,837	121,622	367,991	54,823	50,821	105,644	473,635
Total salaries and related expenses	3,816,298	628,039	86,399	2,285,608	6,816,344	1,033,593	958,341	1,991,934	8,808,278
Professional fees	274,993	47,696	4,300	106,542	433,531	58,037	174,690	232,727	666,258
Supplies	647,030	160,083	13,632	149,923	970,668	16,696	7,021	23,717	994,385
Communication	88,716	13,930	1,205	46,062	149,913	16,179	53,116	69,295	219,208
Postage and shipping	42,829	7,390	706	11,027	61,952	15,863	2,334	18,197	80,149
Occupancy	1,004,289	300	26	372,357	1,376,972	174,305	154,209	328,514	1,705,486
Rentals and maintenance	14,785	1,542	129	4,800	21,256	4,671	4,671	9,342	30,598
Outside printing and artwork	51,091	7,153	738	29,282	88,264	34,594	1,322	35,916	124,180
Transportation and related expenses	73,869	382	71,020	26,894	172,165	7,390	7,537	14,927	187,092
Adult conferences and conventions	12,382	10,127	1,392	9,008	32,909	2,366	2,359	4,725	37,634
Specific assistance to individual girls and adults	235,899	18,161	1,513	83,459	339,032	-	-	-	339,032
Dues for membership in other organizations	1,029	1,069	75	418	2,591	2,361	2,011	4,372	6,963
Miscellaneous	46,685	6,415	522	33,383	87,005	83,815	107,114	190,929	277,934
Total expenses before depreciation and amortization	6,309,895	902,287	181,657	3,158,763	10,552,602	1,449,870	1,474,725	2,924,595	13,477,197
Depreciation and amortization	87,036	609,088	87,036	87,036	870,196	-	-	-	870,196
<b>Total expenses</b>	<b>\$ 6,396,931</b>	<b>\$ 1,511,375</b>	<b>\$ 268,693</b>	<b>\$ 3,245,799</b>	<b>\$ 11,422,798</b>	<b>\$ 1,449,870</b>	<b>\$ 1,474,725</b>	<b>\$ 2,924,595</b>	<b>\$ 14,347,393</b>

The accompanying Notes to Financial Statements are an integral part of these financial statements.

Girl Scout Council of the Nation's Capital

Statement of Functional Expenses

For the Year Ended September 30, 2020	Program Services					Supporting Services				Total Expenses
	Troop-Type Service	Camping and Property	Day Camps and Outreach	Adult/Volunteer Development	Total Program Services	Fundraising	Mangement and General	Total		
Salaries	\$ 2,897,937	\$ 260,560	\$ 45,385	\$ 1,831,924	\$ 5,035,806	\$ 801,781	\$ 668,197	\$ 1,469,978	\$ 6,505,784	
Staff health and retirement benefits	788,681	71,411	12,611	511,513	1,384,216	225,518	186,492	412,010	1,796,226	
Payroll taxes	213,864	19,233	3,350	135,221	371,668	59,227	49,321	108,548	480,216	
<b>Total salaries and related expenses</b>	<b>3,900,482</b>	<b>351,204</b>	<b>61,346</b>	<b>2,478,658</b>	<b>6,791,690</b>	<b>1,086,526</b>	<b>904,010</b>	<b>1,990,536</b>	<b>8,782,226</b>	
Professional fees	194,055	2,510	1,468	99,378	297,411	56,180	138,205	194,385	491,796	
Supplies	606,004	33,326	7,355	147,651	794,336	52,392	20,389	72,781	867,117	
Communication	104,066	5,957	1,943	58,526	170,492	22,786	51,156	73,942	244,434	
Postage and shipping	84,200	13,403	1,542	22,228	121,373	30,447	3,576	34,023	155,396	
Occupancy	1,041,670	2,438	2,342	380,537	1,426,987	185,969	161,228	347,197	1,774,184	
Rentals and maintenance	28,862	3,565	3,565	8,364	44,356	8,288	11,853	20,141	64,497	
Outside printing and artwork	112,620	17,781	1,880	58,652	190,933	54,120	3,199	57,319	248,252	
Transportation and related expenses	68,763	18,258	5,002	37,424	129,447	10,158	9,423	19,581	149,028	
Adult conferences and conventions	7,710	2,005	717	7,828	18,260	619	6,516	7,135	25,395	
Specific assistance to individual girls and adults	282,673	2,731	228	125,420	411,052	-	-	-	411,052	
Dues for membership in other organizations	1,590	1,677	126	771	4,164	2,625	2,027	4,652	8,816	
Miscellaneous	65,469	374	48	32,896	98,787	86,809	101,500	188,309	287,096	
<b>Total expenses before depreciation and amortization</b>	<b>6,498,164</b>	<b>455,229</b>	<b>87,562</b>	<b>3,458,333</b>	<b>10,499,288</b>	<b>1,596,919</b>	<b>1,413,082</b>	<b>3,010,001</b>	<b>13,509,289</b>	
Depreciation and amortization	87,676	613,734	87,676	87,676	876,762	-	-	-	876,762	
<b>Total expenses</b>	<b>\$ 6,585,840</b>	<b>\$ 1,068,963</b>	<b>\$ 175,238</b>	<b>\$ 3,546,009</b>	<b>\$ 11,376,050</b>	<b>\$ 1,596,919</b>	<b>\$ 1,413,082</b>	<b>\$ 3,010,001</b>	<b>\$ 14,386,051</b>	

The accompanying Notes to Financial Statements are an integral part of these financial statements.

## Girl Scout Council of the Nation's Capital

### Statements of Cash Flows

<i>For the Years Ended September 30,</i>	<b>2021</b>	<b>2020</b>
<b>Cash flows from operating activities</b>		
Change in net assets	\$ 2,005,144	\$ 2,937,018
<b>Adjustments to reconcile change in net assets to net cash (used) provided by operating activities</b>		
Bad debt expense	1,520	30,192
Realized and unrealized gains on investments and perpetual trusts	(1,793,741)	(483,514)
Depreciation and amortization	870,196	876,762
Proceeds from contributions restricted for investment in net assets with donor restrictions in perpetuity	(42,306)	(52,939)
Land contribution	(145,000)	-
PPP loan forgiveness	(1,340,600)	-
<b>(Increase) decrease in assets</b>		
Accounts receivable	36,918	(40,395)
Contributions receivable	(38,370)	121,800
Inventory	104,902	(36,903)
Prepaid expenses and deposits	42,494	75,203
<b>Increase (decrease) in liabilities</b>		
Accounts payable and accrued expenses	124,320	(418,948)
Accrued payroll and related liabilities	83,865	(14,226)
Deferred revenue	43,637	(15,620)
Deferred rent	(52,709)	(23,492)
<b>Net cash (used) provided by operating activities</b>	<b>(99,730)</b>	<b>2,954,938</b>
<b>Cash flows from investing activities</b>		
Proceeds from sales and maturities of investments	2,686,514	1,873,878
Purchases of investments	(2,925,250)	(2,053,918)
Capital expenditures	(662,285)	(634,679)
<b>Net cash used by investing activities</b>	<b>(901,021)</b>	<b>(814,719)</b>
<b>Cash flows from financing activities</b>		
Proceeds from note payable	1,257,500	1,340,600
Proceeds from contributions restricted for investment in net assets with donor restrictions	42,306	52,939
Principal payments on note payable	(7,831)	(7,526)
Principal payments on capital lease obligations	(125,267)	(110,947)
<b>Net cash provided by financing activities</b>	<b>1,166,708</b>	<b>1,275,066</b>
<b>Net change in cash and cash equivalents</b>	<b>165,957</b>	<b>3,415,285</b>
<b>Cash and cash equivalents, beginning of year</b>	<b>5,920,665</b>	<b>2,505,380</b>
<b>Cash and cash equivalents, end of year</b>	<b>\$ 6,086,622</b>	<b>\$ 5,920,665</b>
<b>Supplemental information</b>		
Cash paid for interest	\$ 19,207	\$ 23,386
<b>Supplemental non-cash investing activities</b>		
Donation of land	\$ 145,000	-

The accompanying Notes to Financial Statements are an integral part of these financial statements.

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

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### 1. Organization and significant accounting policies

**Organization:** The Girl Scout Council of the Nation's Capital ("the Council"), a nonprofit organization, was incorporated in the state of Virginia on January 1, 1963. The Council serves girls throughout the District of Columbia, eight counties in Maryland, ten counties in Virginia, and seven counties in West Virginia. The accompanying financial statements do not include financial data for individual Girl Scout Troops.

### Description of Program and Supporting Services:

#### Troop-type Service:

The Council is the support organization of Girl Scouting in neighborhoods throughout the District of Columbia, eight counties in Maryland, ten counties in Virginia, and seven counties in West Virginia. It is responsible for the recruitment of girls and adults and the formation of Girl Scout troops throughout the region. The Council develops programs for girls and troops, provides outreach to low-income and linguistically diverse populations, as well as providing the financial support to ensure equal access to programs and activities by all members.

#### Camping and Property:

The Council provides overnight and multi-day outdoor experiences that teach teamwork, cooperation, self-reliance, and leadership while enhancing girls' skills in numerous sports, crafts, arts, and outdoor related activities. The Council maintains ten properties, eight with developed campsites that are used as overnight camps, summer day programs, service unit and troop camping and training. The Council provides financial support for resident camping through camperships to girls.

#### Day Camps and Outreach:

The Council provides weeks of summer programs for girls that focus on self-awareness and skill building activities, as well as outdoor education, science, arts, and crafts. Some of the programs are located in economically depressed and/or at-risk areas or in neighborhoods where English is not the primary language, while others are more traditional and are located on campsites and in state parks. Through the day camps, the Council is able to serve the diverse population of girls in the region. The Council also provides financial support for day camps through camperships to girls.

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

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### Adult/Volunteer Development:

The Council facilitates volunteer involvement in Girl Scouts by providing the resources, the administrative and financial support, adult education courses, training for skills enhancement and safety, publications and communications materials, and the support services that enhance the delivery of the Girl Scout program.

### Fundraising:

The Council also secures private financial support, grants, individuals, foundations and corporations, and the United Way and Combined Federal Campaigns. The Council coordinates a planned giving program, as well as communicating the progress and activities of the Council to the donor community.

### Management and General:

The Council's resources are used to support a professional working environment, which allows for the coordination, articulation, and dissemination of the organization's mission and programs. The Council provides leadership support, guidelines, and policy for all the volunteers within the organization. The Council administers programs and manages the financial and budgetary responsibilities of the Council.

**Basis of presentation:** The financial statements of the Council have been prepared on the accrual basis of accounting whereby revenues are recognized when earned and expenses are recognized when incurred.

Net assets of the Council and changes therein are classified and reported as follows:

**Net assets without donor restrictions** – net assets result from revenues derived from contributions without donor restrictions, investment income, and other inflows of assets that are not subject to donor-imposed stipulations. This also included Board designated net assets which consist of net assets designated by the Board for a specific use.

**Board designated net assets** – The board may designate the use of net assets without donor restrictions to enhance operational capabilities. For the years ended September 30, 2021 and 2020, the board approved the use of \$10,102,641 and \$8,359,677, respectively, of net assets without donor restrictions for operating reserves.

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

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**Net assets with donor restrictions** – The Council reports gifts of cash and other assets as restricted revenue if they are received with donor stipulations that limit the use of the donated assets. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Council or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

**Cash and cash equivalents:** Cash and cash equivalents consist of deposits in checking, savings, and money market accounts, and all liquid debt instruments with original maturities of three months or less. Certain money market accounts intended for long-term investment are categorized as investments.

**Inventory:** Inventory, stated at net realizable value, consists of clothing, supplies, and other items sold in the Girl Scout shops. There is no cookie inventory because the cookie sales occur between December and March each year and all cookies are sold and delivered by year-end.

**Investments:** Investments are recorded at readily determinable fair values. The Council utilized readily available market prices to value its investments as of September 30, 2021 and 2020. Therefore, all assets are classified at Level 1 as defined under Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 820. Unrealized and realized gains and losses are included in the statements of activities.

**Beneficial interest in perpetual trusts:** The Council is the beneficiary of several trusts. Net unrealized gains and losses in these trusts are reported as restricted support based on the various donor gifts to the trusts which restrict distribution from the trust to interest and dividend income. The carrying value of these assets is equal to the estimated fair value of the underlying trust assets, which approximates the present value of the future cash flows to be derived from those trust accounts. The Council does not require collateral to secure its beneficial interest in perpetual trusts.

**Fair value:** The Council values its investments at fair value in accordance with a three-tier fair value hierarchy, which prioritizes the inputs used in measuring fair value as follows:

Level 1: Observable inputs such as quoted prices in active markets for identical assets or liabilities;

Level 2: Inputs, other than the quoted prices in active markets, that are observable either directly or indirectly; and

Level 3: Unobservable inputs in which there is little or no market data, which require the reporting entity to develop its own assumptions.

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

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A financial instrument's level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. There have been no changes to the fair value methodologies used at September 30, 2021 and 2020, respectively.

**Accounts and contributions receivable:** Accounts receivable consists mainly of receivables from the cookie program, troop loans and donor pledges. Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-free interest rates applicable to the years in which the promises are received. Conditional promises to give are not included as support until the conditions are substantially met.

The allowance method is used to determine doubtful accounts. The allowance for doubtful accounts is based on specifically identified amounts that the Council believes to be uncollectible. The Council also records an additional allowance for doubtful accounts based on certain percentages of aged receivables, which are determined based on management's historical experience and an assessment of general financial conditions. If actual collection experience changes, revisions to the allowance may be required. After all attempts to collect a receivable have failed, the receivable is written off against the allowance. As of September 30, 2021 and 2020, the Council believes that the allowance for doubtful accounts is adequate. However, future write-offs might exceed the recorded allowance.

**Financial instruments and credit risk:** Financial instruments which potentially subject the Council to concentrations of credit risk consist principally of cash and investments held at creditworthy financial institutions. These investments are kept within limits designed to prevent risks caused by concentration. As of September 30, 2021 and 2020, the Council had no other significant concentration of credit risk.

**Property and equipment, and depreciation:** Land, buildings, and equipment are recorded at cost, or if donated, such assets are capitalized at the estimated fair market value at the date of receipt. The value of the land represents the historical cost at the date of acquisition or donation. Depreciation of buildings and equipment is computed using the straight-line method with the following estimated useful lives:

Buildings and improvements	20 to 40 years
Camp equipment	5 to 15 years
Vehicles	4 years
Office equipment	3 to 15 years

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

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The Council capitalizes all acquisitions of land, buildings, and equipment over \$2,500. When assets are sold or disposed of, the cost and corresponding accumulated depreciation and amortization are removed from the accounts with any gain or loss recognized currently. Expenditures for repairs and maintenance are charged to expense as incurred. Costs associated with leasehold improvements are amortized over the life of the lease. Costs associated with construction in progress are held until the asset is placed in service, at which point the asset is transferred out of construction in progress and depreciated over its estimated useful life. During the years ended September 30, 2021 and 2020, \$602,907 and \$319,238, respectively, of construction in progress was reclassified to buildings and improvements as the construction was completed. During the years ended September 30, 2021 and 2020, \$111,693 and \$231,566, respectively, remained as construction in progress.

It is not the Council's policy to imply time restrictions expiring over the useful life of donated assets. In the absence of donor-imposed restrictions on the use of the asset, gifts of long-lived assets are reported as support without donor restrictions once placed in service.

**Impairment of long-lived assets:** The Council reviews asset carrying amounts whenever events or circumstances indicate that such carrying amounts may not be recoverable. When considered impaired, the carrying amount of the asset is reduced to its current fair value by a charge to the statements of activities. There was no impairment at September 30, 2021 and 2020.

**Deferred rent:** The Council recognizes the minimum non-contingent rents required under operating leases as rent expense on a straight-line basis over the life of the lease. Differences between amounts recognized as expense and the amounts paid are recorded as deferred rent on the statements of financial position.

**Endowments:** The Council has interpreted the Commonwealth of Virginia's Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Council classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, and (b) the original value of subsequent gifts to the permanent endowment. The associated gains and income on donor-restricted endowment funds are classified as net assets with restriction until those amounts are appropriated for expenditure by the Council in a manner consistent with the standard of prudence prescribed by UPMIFA.

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

## Girl Scout Council of the Nation's Capital

### Notes to Financial Statements

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1. The purposes that the Council will appropriate funds from the donor-restricted endowment fund;
2. General economic conditions;
3. The possible effect of inflation and deflation;
4. The expected total return from income and the appreciation of investments;
5. Other resources of the Council; and
6. The investment policies of the Council

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Council to retain as a fund of perpetual duration.

*Endowment Investment and Spending Policies* – The objective of the Endowment Fund is principal preservation pursued as a long-term goal designed to maximize the income returns without exposure to undue risk. It is understood that fluctuating rates of return are characteristic of the securities markets. This fund has a long-term performance horizon of 3-5 years.

For purposes of measuring performance:

1. The total return, net of investment expenses, will be compared to an index comprised of a blend of indices whose mix approximates the mix of the Endowment Fund.
2. The total return, net of investment expenses, of each investment manager will be evaluated against an appropriate individual benchmark and a peer universe.

For purposes of measuring performance, total return is defined as all dividends and interest and both realized and unrealized gains and losses reduced by investment expenses and fees.

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 capital appreciation (realized and unrealized) and current yield (interest and dividends). 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 parameters.

The Council's fiscal policy governs the use of resources in the endowment fund for scholarships, camperships, and financial assistance for programs. Endowment funds are used for the specified purpose, or over the specified time period, designated by the donor.

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

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### **Revenue recognition:**

The Council recognizes revenue in accordance with Accounting Standards Codification 606, *Revenue from Contracts with Customers* (“ASC 606”). The standard outlines a five-step model whereby revenue is recognized as performance obligations within a contract are satisfied. The five-step model is outlined below:

- Step 1: Identify the contract(s) with a customer.
- Step 2: Identify the performance obligations in the contract.
- Step 3: Determine the transaction price.
- Step 4: Allocate the transaction price to the performance obligations in the contract.
- Step 5: Recognize revenue when (or as) the entity satisfies a performance obligation.

**Sales:** Sales are recognized as revenue at the point in time when the customer receives and pays for goods with cash. For online sales shipped to customers, sales are recognized at the point in time that the customer has received the goods.

**Camping and other program fees:** Revenue from camping and other program fees are recognized at the point in time when the services have been rendered.

**Contract costs** – Costs to fulfill the contracts for sales, camping, and other program fees include materials, direct salaries, fringe benefits, allocated overhead, and other miscellaneous expenses. The Council does not incur incremental costs to obtain the contracts.

**Contract assets and liabilities** – Contract liabilities include payments received in advance of an event and not yet earned are included in deferred revenue. There was deferred revenue of \$50,793 and \$7,156 at September 30, 2021 and October 1, 2020, respectively. There were no related contract assets at September 30, 2021 and October 1, 2020.

The following revenue streams are outside of the scope of ASC 606:

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

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**Contributions:** The Council recognizes all contributions as revenue in the period received or unconditionally promised. Contributions are recorded as net assets without restrictions or net assets with restrictions depending on the presence or absence of donor stipulations that limit the use of the contributions. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with restrictions are reclassified as net assets without restrictions and reported in the statements of activities as net assets released from restrictions. SHARE is a contribution campaign wherein families and friends can donate to help make Girl Scouting possible.

**Annual giving campaigns:** Revenue from the annual giving campaigns is recognized when a pledge or contribution is received in accordance with contribution revenue policies.

**Functional allocation of expenses:** The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Expenses that are allocated include the following:

Expense Type	Allocation Method
Professional fees	Time and effort
Supplies	Time and effort
Communication	Time and effort
Postage and shipping	Time and effort
Occupancy	Time and effort
Rentals and maintenance	Time and effort
Outside printing and artwork	Time and effort
Transportation and related expenses	Time and effort
Adult conferences and conventions	Time and effort
Specific assistance to individual girls and adults	Actual expenses
Dues for membership in other organizations	Time and effort
Bad debt expenses	Actual expenses
Miscellaneous	Time and effort
Depreciation and amortization	Actual expenses

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

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**Donated services and property:** A substantial number of volunteers have donated significant amounts of time to the Council's program services and to its fund-raising campaigns. Although the value of these services is significant, the Council does not record such value in its financial statements since the criteria for recognition are not met.

Donated property is capitalized at the estimated fair market value at the date of receipt. During the year September 30, 2021, the Council purchased a parcel of land for \$135,000. The Council obtained an independent appraisal from a professional real estate analysis and consulting firm appraising this land at a value of \$280,000. This total appraised value is included in property and equipment on the accompanying Statements of Financial Position. The \$145,000 remaining value of the land value above the amount paid by the Council is included as an in-kind contribution of land.

**Income tax status:** The Council is exempt from federal income tax under section 501(c)(3) of the Internal Revenue Code and has been classified as other than a private foundation within the meaning of Section 509(a)(2) of the Internal Revenue Code. Accordingly, no provision for income taxes is recognized in the financial statements.

The Council evaluates uncertainty in income tax positions taken or expected to be taken on a tax return based on a more-likely-than not recognition standard. If that threshold is met, the tax position is then measured at the largest amount that is greater than 50% likely of being realized upon ultimate settlement and is recognized in the financial statements. As of September 30, 2021 and 2020, the Council recognized no uncertain tax positions nor accrued interest and penalties associated with uncertain tax positions. If applicable, the Council records interest and penalties as a component of income tax expense. Tax years from 2017 through the current year remain open for examination by tax authorities.

**Management 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 and expenses during the reporting period. Actual results could differ from those estimates.

## Girl Scout Council of the Nation's Capital

### Notes to Financial Statements

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**New accounting pronouncement adopted during 2021:** In May 2014, the Financial Accounting Standards Board (“FASB”) issued guidance (Accounting Standards Codification [ASC] 606, *Revenue from Contracts with Customers*) which provides a five-step analysis of contracts to determine when and how revenue is recognized and replaces most existing revenue recognition guidance in U.S. generally accepted accounting principles. The core principle of the new guidance is that an entity should recognize revenue to reflect the transfer of goods and services to customers in an amount equal to the consideration the entity receives or expects to receive. ASC 606 only applies to revenue generated from exchange transactions.

ASC 606 was effective for annual reporting periods beginning after December 15, 2018. However, in accordance with Accounting Standards Update (“ASU”) 2020-05, *Revenue from Contracts with Customers (Topic 606) and Leases (Topic 842), Effective Dates for Certain Entities*, the Council could elect to follow the original effective date for ASU 2014-09, or elect to adopt the guidance on October 1, 2020. Accordingly, effective October 1, 2020, the Council elected to adopt the requirements of ASC 606, using the modified retrospective method. As part of the adoption of ASC 606, the Council elected to use the following practical expedients: (1) all contract modifications that occurred prior to the date of initial application when identifying the satisfied and unsatisfied performance obligations, determining the transaction price, and allocating the transaction price have been reflected in the aggregate; and (2) ASC 606 is applied only to contracts that are not substantially completed at the initial date of application. The Council utilized the practical expedient of the portfolio approach for revenue recognition. The adoption of ASC 606 did not have a material impact on the Council’s financial statements.

**Recent accounting pronouncements not yet adopted:** In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*, which supersedes the existing lease accounting standard and sets out principles for the recognition, measurement, presentation and disclosure of leases. Under the new guidance, a lessee will be required to recognize lease assets and lease liabilities for all leases with lease terms in excess of twelve months. The new standard requires lessees to apply a dual approach, classifying leases as either finance or operating leases based on the principle of whether or not the lease is effectively a financed purchase by the lessee. This classification will determine whether lease expense is recognized based on an effective interest method or on a straight-line basis over the term of the lease. ASU 2016-02 was originally effective for the Council on July 1, 2021. In June 2020, the FASB issued ASU 2020-05, *Revenue from Contracts with Customers (Topic 606) and Leases (Topic 842), Effective Dates for Certain Entities*, which delays the effective date of ASU 2016-02 to annual reporting periods beginning after December 15, 2021. Entities are also allowed to choose to adopt the standard as of the original effective date. The Council plans to adopt this new standard as of October 1, 2022. The Council is in the process of evaluating the impact from this new guidance.

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

**Subsequent events:** Management has evaluated subsequent events for disclosure in these financial statements through February 9, 2022, which is the date the financial statements were available to be issued.

### 2. Liquidity and availability of resources

The table below presents financial assets available for general expenditures within one year at September 30:

	<b>2021</b>	<b>2020</b>
Cash and cash equivalents	\$ 6,086,622	\$ 5,920,665
Accounts receivable	80,991	119,429
Contributions receivable	216,695	178,325
Investments	15,693,344	13,660,867
<b>Total financial assets</b>	<b>22,077,652</b>	19,879,286
Less: net assets with donor restrictions	(3,822,072)	(3,618,306)
<b>Financial assets available to meet general expenditures over the next twelve months</b>	<b>\$ 18,255,580</b>	\$ 16,260,980

The Council regularly monitors liquidity required to meet its operating needs and other contractual commitments, while also striving to maximize the investment of its available funds. The Council has various sources of liquidity including cash and cash equivalents, marketable equity securities, and contributions with and without donor restrictions. The board designated reserve fund is available for general expenditure with the authorization of the board. The Council considers all expenditures related to its ongoing activities of supporting the Council's operating activities, fundraising and administration to be general expenditures. The organization strives to maintain liquid financial assets sufficient to cover at least 6 months of general expenditures.

### 3. Uninsured cash balances

The Council maintains cash balances at several financial institutions. At times, during the year, these balances may exceed federally insured limits. The Council has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on its cash and cash equivalents.

### 4. Accounts receivable

Accounts receivable consist of the following at:

September 30,	<b>2021</b>	<b>2020</b>
Cookie receivables	\$ 44,535	\$ 59,351
Other receivables	76,451	95,078
<b>Total receivables</b>	<b>120,986</b>	154,429
Less: allowance for doubtful accounts	(39,995)	(35,000)
<b>Net accounts receivable</b>	<b>\$ 80,991</b>	\$ 119,429

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

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- 5. Contributions receivable** Contributions receivable consist of the following at:

September 30,	<b>2021</b>	2020
Unconditional promises to give	<b>\$ 241,695</b>	\$ 206,800
Less: Allowance for doubtful accounts	<b>(25,000)</b>	(28,475)
<b>Net unconditional promises to give</b>	<b>\$ 216,695</b>	\$ 178,325

No discount has been recorded for the years ended September 30, 2021 and 2020 as the overall amount would be immaterial to the financial statements.

The expected future cash receipts of contributions receivable are as follows at:

September 30,	<b>2021</b>	2020
Amounts due in:		
Less than one year	\$ 191,695	\$ 106,800
One to five years	<b>50,000</b>	100,000
<b>Unconditional promises to give before allowance for doubtful accounts</b>	<b>\$ 241,695</b>	\$ 206,800

- 6. Fair value**

Investments, at fair value, consist of the following at:

September 30, 2021	Total	<b>Fair Value Measurements Using</b>		
		Level 1	Level 2	Level 3
Corporate securities	\$ 2,139,496	\$ 2,139,496	\$ -	\$ -
Exchange traded funds	3,892,086	3,892,086	-	-
Mutual funds	9,618,526	9,618,526	-	-
Money market funds	42,236	42,236	-	-
<b>Total investments</b>	<b>\$ 15,693,344</b>	<b>\$ 15,693,344</b>	<b>\$ -</b>	<b>\$ -</b>

September 30, 2020	Total	<b>Fair Value Measurements Using</b>		
		Level 1	Level 2	Level 3
Corporate securities	\$ 1,212,724	\$ 1,212,724	\$ -	\$ -
Exchange traded funds	4,489,256	4,489,256	-	-
Mutual funds	7,891,060	7,891,060	-	-
Money market funds	67,827	67,827	-	-
<b>Total investments</b>	<b>\$ 13,660,867</b>	<b>\$ 13,660,867</b>	<b>\$ -</b>	<b>\$ -</b>

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

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- 7. Property and equipment**      Property and equipment consists of the following at:

September 30,	<b>2021</b>	<b>2020</b>
<b>Land</b>	<b>\$ 20,017,677</b>	\$ 19,737,677
<b>Building and Improvements</b>		
Aquasco	165,232	146,286
Brighton Woods	1,716,403	2,307,295
Coles Trip	1,793,682	1,553,932
Crowell	421,557	488,126
May Flather	334,476	174,533
Potomac Woods	1,534,611	1,581,748
White Rock	848,327	727,983
Winona	4,349,229	4,444,806
Leasehold improvements – headquarters	421,397	421,397
Frederick, MD Archive Center	207,750	207,750
Martinsburg Office Space	80,670	80,670
Total building and improvements	<b>11,873,334</b>	12,134,526
<b>Equipment</b>		
Office equipment	213,177	237,099
Equipment under capital lease	519,931	519,931
Vehicles	235,939	260,467
Camp and program equipment	95,734	95,734
Potomac Woods	69,236	69,236
Brighton Woods	15,616	15,616
Aquasco	17,829	17,829
Coles Trip	63,311	64,951
May Flather	21,409	21,409
White Rock	14,310	14,310
Winona	30,988	35,508
Total equipment	<b>1,297,480</b>	1,352,090
Construction in progress	111,693	231,566
Total Property and equipment at cost	<b>33,300,184</b>	33,455,859
Less: Accumulated depreciation and amortization	<b>(7,885,679)</b>	(7,978,443)
<b>Property and equipment, net</b>	<b>\$ 25,414,505</b>	\$ 25,477,416

## Girl Scout Council of the Nation's Capital

### Notes to Financial Statements

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The Council leases, for a nominal value, the land on which Camp May Flather is located from the National Park Service and a portion of the land used for Camp Aquasco from the Maryland Capital Parks and Planning Commission.

Depreciation and amortization expense for the years ended September 30, 2021 and 2020 was \$870,196 and \$876,762, respectively.

#### **8. Note payable**

In August 2014, the Council received donated land in Brookeville, Maryland from an individual donor and issued a deed of trust agreement (the agreement) between the Council and the donor to execute the purchase and donation of the land. At the time of the donation, the land was appraised at \$350,000. As part of the agreement, the Council was required to pay the donor \$50,000 in cash and issue a note payable amounting to \$75,000. The remaining amount of \$225,000 was recorded as a contribution from the donor and included in the statement of activities. The note bears a 4% interest rate, payable in 40 regular payments of \$2,284 starting in November 2014. As of September 30, 2021 and 2020, principal payments of \$7,831 and \$7,526, respectively, have been made.

Future maturities of the note payable are as follows:

<u>Years Ending September 30,</u>	<u>Amount</u>
2022	\$ 8,149
2023	8,480
2024	8,825
2025	2,262
<b>Total</b>	<b>\$ 27,716</b>

Interest expense for the years ended September 30, 2021 and 2020 was \$1,305 and \$1,611, respectively.

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

### 9. PPP loan

The Council was granted two loans for \$1,340,600 and \$1,250,000 on April 15, 2020 and February 22, 2021, respectively, pursuant to the Paycheck Protection Program (PPP) under the Coronavirus Aid, Relief, and Economic Security Act (the CARES Act). The CARES Act provides that PPP loan may be partially or wholly forgiven if the funds are used for certain qualifying expenses as described in the CARES Act. On September 8, 2021, the Council was approved for loan forgiveness for \$1,340,600. The Council has recorded \$1,340,600 as contribution for the year ended September 30, 2021. The remaining PPP loan has a five-year term and bears interest at a rate of 1.00% per annum. Monthly principal and interest payments are deferred for 24 weeks after the date of disbursement. The PPP loan may be prepaid at any time prior to maturity with no prepayment penalties. In accordance with FASB Accounting Standards Codification 958-605, the Council expects the remaining loan to be forgiven because conditions have been met through eligible expenditures, and is in the process of applying for forgiveness with the federal Government. At September 30, 2021, the Council has accounted for the remaining amount as a note payable for \$1,250,000 plus accrued interest of \$7,500 and no payments have been made on the balance.

### 10. Lines-of-credit

In November 2019, the Council opened an unsecured \$2,000,000 line-of-credit with PNC Bank. At September 30, 2021 and 2020, the balance of the line-of-credit was \$0. The interest rate on this line-of-credit was LIBOR plus 1.5% which was 1.65% as of September 30, 2020 with a maturity date of April 30, 2021. In May 2021, the line-of-credit was amended to extend the maturity date to April 30, 2022 and to increase the interest rate to LIBOR plus 1.75% which was 1.8% as of September 30, 2021.

### 11. Board designated net assets

The Board established a fund called the “Operating Reserve”. In accordance with the guidelines of Girl Scouts of the USA, it is the goal of the Council to build a reserve fund equal to 50% of annual operating expenses. The fund is at 70.6% and 58.1% for the years ended September 30, 2021 and 2020, respectively.

### 12. Net assets with donor restrictions

Net assets with donor restrictions were available for the following purposes as of:

September 30,	2021	2020
Camp programs	\$ 12,615	\$ -
Troop-type service	1,701,157	1,583,813
Acquisition of land, building, and equipment	51,699	122,298
Event sponsorship	107,900	5,800
Endowment fund – held in perpetuity	1,948,701	1,906,395
<b>Total net assets with donor restrictions</b>	<b>\$ 3,822,072</b>	<b>\$ 3,618,306</b>

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

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**13. Net assets released from restrictions**

Net assets were released from donor restrictions during the years ended September 30, 2021 and 2020 by incurring expenses satisfying the purpose of restrictions specified by donors, as follows:

	<b>2021</b>	2020
Camp programs	\$ 94,768	\$ 93,000
Troop-type service	630,983	1,189,260
Acquisition of land, building, and equipment	229,600	156,257
Event sponsorship	5,800	121,050
<b>Total net assets released from restrictions</b>	<b>\$ 961,151</b>	<b>\$ 1,559,567</b>

**14. Net assets with donor restrictions in perpetuity**

The Council's endowment fund consists of the following as of:

<u>September 30,</u>	<b>2021</b>	2020
Ewing Fund for Campership	\$ 15,578	\$ 15,578
Schwartz/Wolff Foundation Fund	18,208	18,208
Juliette Low Society	528,173	485,867
Phillips Gold Award Fund	250,000	250,000
Samuel Rosenstock Irrevocable Trust	225,277	225,277
Pangborn Trust	38,150	38,150
Shingleton Trust	41,913	41,913
Eva Woolridge Scholarship Fund	54,864	54,864
Verhage Campership Fund	759,374	759,374
Bobby Lerch Endowment Fund	17,164	17,164
<b>Total net assets with donor restrictions in perpetuity</b>	<b>\$ 1,948,701</b>	<b>\$ 1,906,395</b>

**15. Sales**

For the year ended September 30, 2021:

	Cookies	Fall Sale	Girl Scout Shops	<b>Total</b>
Sales	\$ 14,400,774	\$ 1,798,445	\$ 1,035,539	\$ 17,234,758
Cost of Sales	6,291,102	799,362	460,589	7,551,053
<b>Net Sales</b>	<b>\$ 8,109,672</b>	<b>\$ 999,083</b>	<b>\$ 574,950</b>	<b>\$ 9,683,705</b>

For the year ended September 30, 2020:

	Cookies	Fall Sale	Girl Scout Shops	<b>Total</b>
Sales	\$ 18,116,408	\$ 1,581,516	\$ 1,063,993	\$ 20,761,917
Cost of Sales	5,189,912	648,997	465,500	6,304,409
<b>Net Sales</b>	<b>\$ 12,926,496</b>	<b>\$ 932,519</b>	<b>\$ 598,493</b>	<b>\$ 14,457,508</b>

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

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Cookie sales are net of \$2,942,244 and \$4,283,926 retained by troops for the years ended September 30, 2021 and 2020, respectively. Fall sales are net of \$329,497 and \$302,994 retained by troops for the years ended September 30, 2021 and 2020 respectively.

Net revenues from product sales represented 59.2% and 83.6% of operating revenue for the years ended September 30, 2021 and 2020, respectively.

### 16. Annual giving campaigns

Annual giving campaigns revenue consists of the following:

September 30,	2021	2020
SHARE	\$ 531,892	\$ 494,375
Major Gifts	222,839	155,569
<b>Total annual giving campaigns</b>	<b>\$ 754,731</b>	<b>\$ 649,944</b>

### 17. Employee benefit plan

The Council participates in the National Girl Scout Council Retirement Plan (NGSCRP), 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 the majority 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. This obligation is held at NGSCRP. Contributions made by the Council for the years ended September 30, 2021 and 2020 were \$629,772 and \$723,239, respectively.

During the year ended September 30, 2011, as a result of the National Girl Scout Council Retirement Plan being frozen, the Board of Directors appointed an Ad-Hoc Committee to develop a new single employer retirement plan for the Council's employees. The Committee worked with the Council's management to design a defined contribution plan that would include a 3% non-discretionary contribution by the Council for all employees who met the eligibility requirements and, in addition, the Council would also match up to 2% of the contribution made by each eligible employee to their retirement savings. The Council's pension expense and contributions to this plan for the years ended September 30, 2021 and 2020 were \$269,870 and \$295,019, respectively. Employees are fully vested in the Council's non-discretionary contributions immediately, and are fully vested in the Council's matching contributions after 3 years of service.

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

### 18. Commitments and contingencies

The Council has commitments under operating leases, expiring at various times through the year 2029, for office space and equipment. Some leases have scheduled rental increases and some contain options to renew.

Future minimum rental payments under non-cancelable operating leases are as follows:

Years Ending September 30,	Total
2022	\$ 1,189,705
2023	1,220,523
2024	1,232,381
2025	1,181,053
2026	1,269,212
Thereafter	772,467
<b>Total</b>	<b>\$ 6,865,341</b>

Rent expense was \$1,149,290 and \$1,192,346 for the years ended September 30, 2021 and 2020 respectively.

### 19. Capital lease

The Council is obligated for a lease of equipment as a lessee under an agreement classified as a capital lease. The following is a schedule by year of the future minimum lease payments under the capital lease together with the net present value of the minimum lease payments as of September 30, 2021:

Years ending September 30,	Total
2022	\$ 30,439
Subtotal	30,439
Amount representing interest	(545)
<b>Net present value of future minimum lease payments</b>	<b>\$ 29,894</b>

Capital lease asset	
Original asset value	\$ 519,931
Less: accumulated amortization	(493,935)
Net book value at year end	\$ 25,996
Amortization expense	\$ 103,986

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

### 20. Endowments

The Council's endowment consists of contributions with donor restrictions to be held in perpetuity established for the purpose of funding scholarships and financial assistance to Girl Scouts. Net assets associated with the endowment funds are classified and reported on the existence or absence of donor-imposed restrictions.

The endowment net asset composition by type of fund was as follows:

September 30, 2021	Without Donor Restrictions	With Donor Restrictions	Total
Donor-restricted endowment funds:			
Original donor-restricted gift amount and amounts required to be maintained in perpetuity by donor			
	\$ -	\$ 1,948,701	\$ 1,948,701
Accumulated investment gains	-	-	-
Total endowment funds	\$ -	\$ 1,948,701	\$ 1,948,701

September 30, 2020	Without Donor Restrictions	With Donor Restrictions	Total
Donor-restricted endowment funds:			
Original donor-restricted gift amount and amounts required to be maintained in perpetuity by donor			
	\$ -	\$ 1,906,395	\$ 1,906,395
Accumulated investment gains	-	-	-
Total endowment funds	\$ -	\$ 1,906,395	\$ 1,906,395

Changes in endowment net assets during the year ended September 30, 2021 are as follows:

# Girl Scout Council of the Nation's Capital

## Notes to Financial Statements

Endowments	Without Restrictions	With Restrictions	Total
Endowments, September 30, 2020	\$ -	\$ 1,906,395	\$ 1,906,395
Investment return			
Investment income	36,790	-	36,790
Net appreciation (realized and unrealized)	131,885	-	131,885
Total investment return	168,675	-	168,675
Contribution and transfers in		42,306	42,306
Appropriation of endowment income for expenditure	(168,675)	-	(168,675)
<b>Endowments, September 30, 2021</b>	<b>\$ -</b>	<b>\$ 1,948,701</b>	<b>\$ 1,948,701</b>
Changes in endowment net assets during the year ended September 30, 2020 are as follows:			
Endowments	Without Restrictions	With Restrictions	Total
Endowments, September 30, 2019	\$ -	\$ 1,853,456	\$ 1,853,456
Investment return			
Investment income	36,740	-	36,740
Net appreciation (realized and unrealized)	78,858	-	78,858
Total investment return	115,598	-	115,598
Contribution and transfers in	-	52,939	52,939
Appropriation of endowment income for expenditure	(115,598)	-	(115,598)
<b>Endowments, September 30, 2020</b>	<b>\$ -</b>	<b>\$ 1,906,395</b>	<b>\$ 1,906,395</b>

## Girl Scout Council of the Nation's Capital

### Notes to Financial Statements

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**21. Risks and uncertainties**

The impact of the coronavirus outbreak, or similar widespread health concerns, could negatively impact the Council's operations, donors, and staff. The operations for certain services could be negatively impacted by the outbreak of illnesses, including coronavirus (COVID-19). The Council had to cancel camps and events as a result of the pandemic. Any quarantines, labor shortages or other disruptions to operations may adversely impact the Council's revenues, ability to deliver its services, and operating results. In addition, a significant outbreak of epidemic, pandemic or contagious diseases in the human population could result in a widespread health crisis that could adversely affect the economies and financial markets in which the Council operates, resulting in an economic downturn that could affect demand for services. Whether coronavirus or another disease expands globally is impossible to predict, making it impossible to accurately predict their future effects for the Council.

**22. Subsequent event**

Under the CARES Act, the Council is eligible for a refundable Employee Retention Credit (ERC) subject to certain criteria. The amended federal 941 forms have been filed for the first, second and third quarters of 2021 for approximately \$1,840,000 in total credits. The Council expects that full refunds for these amounts will be received in fiscal year 2022.