

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

AUDITED FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2020 AND 2019

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
Washington, D.C.

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, 2020 and 2019 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.

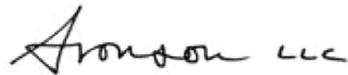
An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or 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, 2020 and 2019 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.



Rockville, Maryland
January 26, 2021

Girl Scout Council of the Nation's Capital

Statements of Financial Position

<i>September 30,</i>	2020	2019
Assets		
Cash and cash equivalents	\$ 5,920,665	\$ 2,505,380
Accounts receivable, net	119,429	109,226
Contributions receivable, net	178,325	300,125
Inventory	418,818	381,915
Prepaid expenses and deposits	475,840	551,043
Investments	13,660,867	12,997,313
Beneficial interest in perpetual trusts	90,230	90,230
Property and equipment, net	25,477,416	25,719,499
Total assets	\$ 46,341,590	\$ 42,654,731
Liabilities and Net Assets		
Accounts payable and accrued expenses	\$ 279,511	\$ 698,459
Accrued payroll and related liabilities	555,408	569,634
Deferred rent	856,808	880,300
Deferred revenue	7,156	22,776
Capital lease obligation	155,161	266,108
PPP loan	1,340,600	-
Note payable	35,547	43,073
Total liabilities	3,230,191	2,480,350
Net assets		
Without donor restrictions		
Board designated- operating reserve	8,359,677	9,071,295
Undesignated	31,133,416	26,994,805
Total net assets without donor restrictions	39,493,093	36,066,100
With donor restrictions	3,618,306	4,108,281
Total net assets	43,111,399	40,174,381
Total liabilities and net assets	\$ 46,341,590	\$ 42,654,731

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>	2020			2019
	Operating	Capital	Total	Total
Changes in net assets without Donor Restrictions				
Revenue, gains, and other support				
Sales	\$ 20,761,917	\$ -	\$ 20,761,917	\$ 19,221,435
Cost of Sales	6,304,409	-	6,304,409	6,748,388
Net Sales	14,457,508	-	14,457,508	12,473,047
Other Support				
Land contribution	-	-	-	17,900,000
Camping and other program fees	115,920	-	115,920	1,984,131
Foundation and corporate contributions	119,935	-	119,935	205,139
Annual giving campaigns	649,944	-	649,944	652,728
United Way designations	46,609	-	46,609	52,541
Interest and dividends	248,652	-	248,652	289,957
Other income	131,395	-	131,395	345,317
Net realized and unrealized gains on investments	483,514	-	483,514	208,280
Total other support	1,795,969	-	1,795,969	21,638,093
Net assets released from restrictions:				
Satisfaction of program restrictions	1,559,567	-	1,559,567	1,236,031
Total revenue, gains, and other support	17,813,044	-	17,813,044	35,347,171
Expenses				
Program services:				
Troop-type service	6,498,164	87,676	6,585,840	4,828,864
Camping and property	455,229	613,734	1,068,963	4,189,808
Day Camps and outreach	87,562	87,676	175,238	1,683,719
Adult/volunteer development	3,458,333	87,676	3,546,009	3,271,283
Total program services	10,499,288	876,762	11,376,050	13,973,674
Support services:				
Fundraising	1,596,919	-	1,596,919	1,309,091
Management and general	1,413,082	-	1,413,082	1,272,222
Total support services	3,010,001	-	3,010,001	2,581,313
Total expenses	13,509,289	876,762	14,386,051	16,554,987
Increase in net assets without donor restrictions	4,303,755	(876,762)	3,426,993	18,792,184
Changes in net assets with donor restrictions				
Foundation and corporate contributions	529,017	-	529,017	1,157,973
Individual giving contributions	360,786	-	360,786	522,989
Event sponsorships	126,850	-	126,850	-
Net assets released from restrictions	(1,559,567)	-	(1,559,567)	(1,236,031)
Increase (decrease) in net assets with donor restrictions	(542,914)	-	(542,914)	444,931
Changes in net assets with donor restrictions in perpetuity				
Contributions	52,939	-	52,939	8,000
Increase in permanently restricted net assets	52,939	-	52,939	8,000
Increase in net assets	\$ 3,813,780	\$ (876,762)	\$ 2,937,018	\$ 19,245,115

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,

	Without Donor Restrictions	With Donor Restrictions	Total
Net Assets, October 1, 2018	\$ 17,273,916	\$ 3,655,350	\$ 20,929,266
Change in net assets	18,792,184	452,931	19,245,115
Net Assets, September 30, 2019	36,066,100	4,108,281	40,174,381
Change in net assets	3,426,993	(489,975)	2,937,018
Net Assets, September 30, 2020	\$ 39,493,093	\$ 3,618,306	\$ 43,111,399

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

<i>For the Year Ended</i> <i>September 30, 2020</i>	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
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
Total salaries and related expenses	3,900,482	351,204	61,346	2,478,658	6,791,690	1,086,526	904,010	1,990,536	8,782,226
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
Total expenses before depreciation and amortization	6,498,164	455,229	87,562	3,458,333	10,499,288	1,596,919	1,413,082	3,010,001	13,509,289
Depreciation and amortization	87,676	613,734	87,676	87,676	876,762	-	-	-	876,762
Total expenses	\$ 6,585,840	\$ 1,068,963	\$ 175,238	\$ 3,546,009	\$ 11,376,050	\$ 1,596,919	\$ 1,413,082	\$ 3,010,001	\$ 14,386,051

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

<i>For the Year Ended September 30, 2019</i>	Program Services				Total Program Services	Supporting Services			Total Expenses
	Troop-Type Service	Camping and Property	Day Camps and Outreach	Adult/Volunteer Development		Fundraising	Management and General	Total	
Salaries	\$ 1,994,207	\$ 1,434,897	\$ 589,835	\$ 1,497,562	\$ 5,516,501	\$ 645,119	\$ 547,054	\$ 1,192,173	\$ 6,708,674
Staff health and retirement benefits	522,010	296,931	134,600	407,119	1,360,660	181,197	149,562	330,759	1,691,419
Payroll taxes	149,409	107,504	44,191	112,199	413,303	48,333	40,986	89,319	502,622
Total salaries and related expenses	2,665,626	1,839,332	768,626	2,016,880	7,290,464	874,649	737,602	1,612,251	8,902,715
Professional fees	126,329	348,610	128,904	136,668	740,511	34,367	122,302	156,669	897,180
Supplies	545,631	410,157	124,112	206,735	1,286,635	57,863	22,350	80,213	1,366,848
Communication	68,558	62,592	31,604	53,546	216,300	39,744	52,475	92,219	308,519
Postage and shipping	64,320	15,960	6,540	14,530	101,350	16,486	3,522	20,008	121,358
Occupancy	547,957	487,451	209,867	370,498	1,615,773	162,197	159,917	322,114	1,937,887
Rentals and maintenance	8,107	4,934	4,342	5,061	22,444	4,559	4,655	9,214	31,658
Outside printing and artwork	127,029	33,400	17,829	80,939	259,197	37,390	6,995	44,385	303,582
Transportation and related expenses	152,972	146,373	137,948	146,838	584,131	20,767	15,255	36,022	620,153
Adult conferences and conventions	6,418	19,338	6,711	8,381	40,848	3,472	3,703	7,175	48,023
Specific assistance to individual girls and adults	333,944	152,024	125,800	93,938	705,706	-	-	-	705,706
Dues for membership in other organizations	632	6,540	2,874	780	10,826	3,637	9,378	13,015	23,841
Bad debt expense	119	-	-	-	119	-	-	-	119
Miscellaneous	93,291	47,577	30,631	48,558	220,057	53,960	134,068	188,028	408,085
Total expenses before depreciation and amortization	4,740,933	3,574,288	1,595,788	3,183,352	13,094,361	1,309,091	1,272,222	2,581,313	15,675,674
Depreciation and amortization	87,931	615,520	87,931	87,931	879,313	-	-	-	879,313
Total expenses	\$ 4,828,864	\$ 4,189,808	\$ 1,683,719	\$ 3,271,283	\$ 13,973,674	\$ 1,309,091	\$ 1,272,222	\$ 2,581,313	\$ 16,554,987

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

For the Years Ended September 30,

	2020	2019
Cash flows from operating activities		
Change in net assets	\$ 2,937,018	\$ 19,245,115
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Bad debt expense	30,192	119
Loss on disposal of property and equipment	-	11,916
Realized and unrealized gains on investments and perpetual trusts	(483,514)	(208,280)
Depreciation and amortization	876,762	879,313
Proceeds from contributions restricted for investment in net assets with donor restrictions in perpetuity	(52,939)	(8,000)
Land contribution	-	(17,900,000)
(Increase) decrease in assets		
Accounts receivable	(40,395)	80,403
Contributions receivable	121,800	(262,713)
Inventory	(36,903)	1,679
Prepaid expenses and deposits	75,203	(134,864)
Increase (decrease) in liabilities		
Accounts payable and accrued expenses	(418,948)	259,573
Accrued payroll and related liabilities	(14,226)	35,524
Deferred revenue	(15,620)	11,356
Deferred rent	(23,492)	(13,165)
Net cash provided by operating activities	2,954,938	1,997,976
Cash flows from investing activities		
Proceeds from sales and maturities of investments	1,873,878	5,196,264
Purchases of investments	(2,053,918)	(5,448,441)
Capital expenditures	(634,679)	(459,018)
Net cash used by investing activities	(814,719)	(711,195)
Cash flows from financing activities		
Proceeds from note payable	1,340,600	-
Proceeds from contributions restricted for investment in net assets with donor restrictions	52,939	8,000
Principal payments on note payable	(7,526)	(7,232)
Principal payments on capital lease obligations	(110,947)	(100,430)
Net cash provided (used) by financing activities	1,275,066	(99,662)
Net change in cash and cash equivalents	3,415,285	1,187,119
Cash and cash equivalents, beginning of year	2,505,380	1,318,261
Cash and cash equivalents, end of year	\$ 5,920,665	\$ 2,505,380
Supplemental information		
Cash paid for interest	\$ 23,386	\$ 34,121
Taxes paid	\$ -	\$ 35,572
Supplemental non-cash investing activities		
Donation of land	\$ -	\$ 17,900,000

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

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

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, 2020 and 2019, the board approved the use of \$8,359,677 and \$9,071,295, respectively, of net assets without donor restrictions for operating reserves.

Girl Scout Council of the Nation's Capital

Notes to Financial Statements

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, 2020 and 2019. 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

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, 2020 and 2019, 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, 2020 and 2019, 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, 2020 and 2019, 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

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, 2020 and 2019, \$319,238 and \$208,762, respectively, of construction in progress was reclassified to buildings and improvements as the construction was completed. During the years ended September 30, 2020 and 2019, \$231,566 and \$140,988, 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, 2020 and 2019.

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 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

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

Revenue recognition:

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

Camping and other program fees – Revenue from camping and other program fees are recognized when the services have been rendered.

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.

Deferred revenue – Payments received in advance of an event and not yet earned is deferred to the applicable period.

Girl Scout Council of the Nation's Capital

Notes to Financial Statements

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

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, 2019, the Council was gifted with multiple parcels of land. The Council obtained an independent appraisal from a professional real estate analysis and consulting firm. The value of the donated land of \$17,900,000 is included in property and equipment on the accompanying Statements of Financial Position.

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.

Girl Scout Council of the Nation's Capital

Notes to 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, 2020 and 2019, 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.

Under provisions contained in the 2017 Tax Cuts and Jobs Act that became effective on January 1, 2018, a business deduction for certain qualified transportation fringes (QTF) was no longer available to tax-exempt organizations. The IRC provided that a tax-exempt organization's UBTI was increased by the amount of the QTF expense that was nondeductible under the IRC. This required the Council to add the nondeductible amount associated with providing its employees with certain transportation fringe benefits to its UBTI. The accompanying financial statements include \$22,964 for federal and state taxes paid for 2019 related to QTF. During the year ended September 30, 2020, these deductions were reinstated, and as a result, no taxes were paid on UBTI activity for the year ended September 30, 2020.

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.

New accounting pronouncement adopted during 2020: In June 2018, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update 2018-08 ("ASU 2018-08"), *Not-for-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*, which provides additional guidance on characterizing grants and similar contracts with resource providers as either exchange transactions or contributions, as well as distinguishing between conditional contributions and unconditional contributions. The updated standard was effective for resource recipients for annual reporting periods beginning after December 15, 2018 and resource providers one year later. ASU 2018-08 was adopted by the Council in October 2019 and was applied to all agreements not completed as of October 1, 2019. The adoption of this standard did not have a material effect on the Council's financial statements.

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Notes to Financial Statements

Recent accounting pronouncements not yet adopted: In May 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers (Topic 606)*, which amends the existing accounting standards for revenue recognition. In August 2015, the FASB issued ASU 2015-14, *Revenue from Contract with Customers (Topic 606): Deferral of the Effective Date*, which delayed the effective date of ASU 2014-09 by one year to years beginning after December 15, 2018. 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 allows entities to elect to further delay the effective date of ASU 2014-09 to annual reporting periods beginning after December 15, 2019. Entities are also allowed to choose to adopt the standard as of the original effective date. Additionally, various updates have been issued to clarify the guidance in Topic 606. The guidance includes indicators to assist an entity in determining whether it controls a specified good or service before it is transferred to the customers. The new standard permits two methods of adoption: retrospectively to each prior reporting period presented (full retrospective method), or retrospectively with the cumulative effect of applying the guidance recognized at the date of initial application (the modified retrospective method). The Council adopted this new standard as of October 1, 2020. The Council has not yet selected a transition method and is currently evaluating the effect that the standard will have on the financial statements.

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.

Subsequent events: Management has evaluated subsequent events for disclosure in these financial statements through January 26, 2021, which is the date the financial statements were available to be issued.

Girl Scout Council of the Nation's Capital

Notes to Financial Statements

2. Liquidity and availability of resources

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

	2020	2019
Cash and cash equivalents	\$ 5,920,665	\$ 2,505,380
Accounts receivable	119,429	109,226
Contributions receivable	178,325	300,125
Investments	13,660,867	12,997,313
Total financial assets	19,879,286	15,912,044
Less: net assets with donor restrictions	(3,618,306)	(4,108,281)
Financial assets available to meet general expenditures over the next twelve months	\$ 16,260,980	\$ 11,803,763

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:

	2020	2019
September 30,		
Cookie receivables	\$ 59,351	\$ 49,078
Other receivables	95,078	98,648
Total Receivables	154,429	147,726
Less: allowance for doubtful accounts	(35,000)	(38,500)
Net accounts receivable	\$ 119,429	\$ 109,226

Girl Scout Council of the Nation's Capital

Notes to Financial Statements

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

September 30,	2020	2019
Unconditional promises to give	\$ 206,800	\$ 328,600
Less: Allowance for doubtful accounts	(28,475)	(28,475)
Net unconditional promises to give	\$ 178,325	\$ 300,125

No discount has been recorded for the years ended September 30, 2020 and 2019 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,	2020	2019
Amounts due in:		
Less than one year	\$ 106,800	\$ 153,600
One to five years	100,000	175,000
Unconditional promises to give before allowance for doubtful accounts	\$ 206,800	\$ 328,600

6. Fair value Investments, at fair value, consist of the following at:

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

September 30, 2019	Total	Fair Value Measurements Using		
		Level 1	Level 2	Level 3
Corporate securities Exchange traded funds	\$ 984,931	\$ 984,931	\$ -	\$ -
Mutual funds	4,428,116	4,428,116	-	-
Money market funds	7,544,504	7,544,504	-	-
	39,762	39,762	-	-
Total investments	\$ 12,997,313	\$ 12,997,313	\$ -	\$ -

Girl Scout Council of the Nation's Capital

Notes to Financial Statements

7. Property and equipment

Property and equipment consists of the following at:

September 30,	2020	2019
Land	\$ 19,737,677	\$ 19,737,677
Building and Improvements		
Aquasco	146,286	446,164
Brighton Woods	2,307,295	2,270,366
Coles Trip	1,553,932	1,504,972
Crowell	488,126	481,260
May Flather	174,533	174,533
Potomac Woods	1,581,748	1,585,126
White Rock	727,983	703,535
Winona	4,444,806	4,508,245
Leasehold improvements – headquarters	421,397	543,293
Frederick, VA Archive Center	207,750	207,750
Martinsburg Office Space	80,670	80,670
Total building and improvements	12,134,526	12,505,914
Equipment		
Office equipment	237,099	186,130
Equipment under capital lease	519,931	519,931
Vehicles	260,467	210,903
Camp and program equipment	95,734	70,752
Potomac Woods	69,236	69,236
Brighton Woods	15,616	15,616
Aquasco	17,829	17,829
Coles Trip	64,951	64,951
May Flather	21,409	21,409
White Rock	14,310	23,180
Winona	35,508	35,508
Total equipment	1,352,090	1,235,445
Construction in progress	231,566	140,988
Total Property and equipment at cost	33,455,859	33,620,024
Less: Accumulated depreciation and amortization	(7,978,443)	(7,900,525)
Property and equipment, net	\$ 25,477,416	\$ 25,719,499

Girl Scout Council of the Nation's Capital

Notes to Financial Statements

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, 2020 and 2019 was \$876,762 and \$879,313, 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, 2020 and 2019, principal payments of \$7,526 and \$7,232, respectively, have been made.

Future maturities of the note payable are as follows:

Years Ending September 30,	Amount
2021	\$ 7,831
2022	8,149
2023	8,480
2024	8,825
2025	2,262
Total	\$ 35,547

Interest expense for the years ended September 30, 2020 and 2019 was \$1,611 and \$1,905, respectively.

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Notes to Financial Statements

9. PPP loan The Council entered into a note payable agreement with a financial institution for a loan in the amount of \$1,340,600 on April 15, 2020, pursuant to the Paycheck Protection Program (PPP) under the Coronavirus Aid, Relief, and Economic Security Act (the CARES Act). The PPP loan has a two-year term and bears interest at a rate of 1.00% per annum. Monthly principal and interest payments are deferred for sixteen months after the date of disbursement. The PPP loan may be prepaid at any time prior to maturity with no prepayment penalties. 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. In accordance with FASB Accounting Standards Codification 958-605, the Council expects the loan to be forgiven because conditions have been met through eligible expenditures, but is in the process of applying for forgiveness with the federal Government. At September 30, 2020, the Council has accounted for the amount as a note payable for the total balance of \$1,340,600 and no payments have been made on the balance.

10. Lines-of-credit During the year ended September 30, 2019, the Council had an unsecured \$4,000,000, line-of-credit with Capital One Bank. At September 30, 2019, the balance of the line-of-credit was \$0. The interest rate on this line-of-credit was LIBOR plus 2.5%, which was 4.29% as of September 30, 2019. The line had a maturity date of June 30, 2019. The line of credit was not renewed after this point, and the Council no longer has the line of credit.

In November 2019, the Council opened an unsecured \$2,000,000 line-of-credit with PNC Bank. At September 30, 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. The line has a maturity date of April 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 currently at 58.1% and 59.5% for the years ended September 30, 2020 and 2019, respectively.

12. Net assets with donor restrictions Net assets with donor restrictions were available for the following purposes as of September 30:

	2020	2019
Troop-type service	\$ 1,583,813	\$ 2,096,828
Acquisition of land, building, and equipment	122,298	157,997
Event sponsorship	5,800	-
Endowment fund – held in perpetuity	1,906,395	1,853,456
Total net assets with donor restrictions	\$ 3,618,306	\$ 4,108,281

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Notes to Financial Statements

13. Net assets released from restrictions Net assets were released from donor restrictions during the years ended September 30, 2020 and 2019 by incurring expenses satisfying the purpose of restrictions specified by donors, as follows:

	2020	2019
Camp programs	\$ 93,000	\$ 100,300
Troop-type service	1,189,260	1,019,131
Acquisition of land, building, and equipment	156,257	116,600
Event sponsorship	121,050	-
Total net assets released from restrictions	\$ 1,559,567	\$ 1,236,031

14. Net assets with donor restrictions in perpetuity The Council's endowment fund consists of the following as of September 30:

	2020	2019
Ewing Fund for Campership	\$ 15,578	\$ 15,578
Schwartz/Wolff Foundation Fund	18,208	18,208
Juliette Low Society	485,867	438,153
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	754,149
Bobby Lerch Endowment Fund	17,164	17,164
Total net assets with donor restrictions in perpetuity	\$ 1,906,395	\$ 1,853,456

15. Sales For the year ended September 30, 2020:

	Cookies	Fall Sale	Girl Scout Shops	Total
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
Net Sales	\$ 12,926,496	\$ 932,519	\$ 598,493	\$ 14,457,508

For the year ended September 30, 2019:

	Cookies	Fall Sale	Girl Scout Shops	Total
Sales	\$ 16,003,629	\$ 1,479,315	\$ 1,738,491	\$ 19,221,435
Cost of Sales	5,240,560	614,002	893,826	6,748,388
Net Sales	\$ 10,763,069	\$ 865,313	\$ 844,665	\$ 12,473,047

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Notes to Financial Statements

Cookie sales are net of \$4,283,926 and \$3,152,535 retained by troops for the years ended September 30, 2020 and 2019, respectively. Fall sales are net of \$302,994 and \$289,902 retained by troops for the years ended September 30, 2020 and 2019 respectively.

Net revenues from product sales represented 83.6% and 71.7% of operating revenue for the years ended September 30, 2020 and 2019, respectively.

16. Annual giving campaigns

Annual giving campaigns revenue consists of the following:

September 30,	2020	2019
SHARE	\$ 494,375	\$ 469,265
Major Gifts	155,569	183,463
Total annual giving campaigns	\$ 649,944	\$ 652,728

17. Employee benefit plan

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 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 NGSCR. Contributions made by the Council for the years ended September 30, 2020 and 2019 were \$723,239 and \$724,566, 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, 2020 and 2019 were \$295,019 and \$252,401, 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.

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:

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Years Ending September 30,	Total
2021	\$ 1,159,698
2022	1,189,705
2023	1,220,523
2024	1,232,381
2025	1,181,053
Thereafter	2,041,678
Total	\$ 8,025,039

Rent expense was \$1,192,346 and \$1,207,258 for the years ended September 30, 2020 and 2019 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, 2020:

Years ending September 30,	Total
2021	\$ 132,564
2022	33,141
Subtotal	165,705
Amount representing interest	(10,544)
Net present value of future minimum lease payments	\$ 155,161

Capital lease asset	
Original asset value	\$ 519,931
Less: accumulated amortization	(389,948)

Net book value at year end	\$ 129,983
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Amortization expense	\$ 103,986
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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:

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Notes to Financial Statements

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

September 30, 2019	Without Donor Restrictions	With Donor Restrictions	Total
Original donor-restricted gift amount and amounts required to be maintained in perpetuity by donor	\$ -	\$ 1,853,456	\$ 1,853,456
Accumulated investment gains	-	-	-
Total endowment funds	\$ -	\$ 1,853,456	\$ 1,853,456

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)
Endowments, September 30, 2020	\$ -	\$ 1,906,395	\$ 1,906,395

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Changes in endowment net assets during the year ended September 30, 2019 are as follows:

Endowments	Without Restrictions	With Restrictions	Total
Endowments, September 30, 2018	\$ -	\$ 1,845,456	\$ 1,845,456
Investment return			
Investment income	69,006	-	69,006
Net depreciation (realized and unrealized)	8,806	-	8,806
Total investment return	77,812	-	77,812
Contribution and transfers in	-	8,000	8,000
Appropriation of endowment income for expenditure	(77,812)	-	(77,812)
Endowments, September 30, 2019	\$ -	\$ 1,853,456	\$ 1,853,456

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. The Council is unable to accurately predict the possible future effect if coronavirus or another disease expands globally.