

**GIRL SCOUTS OF NORTH-CENTRAL  
ALABAMA, INC.**

**Financial Statements**

**For the Year Ended  
September 30, 2020  
Including Summarized Information for  
September 30, 2019**

**GIRL SCOUTS OF NORTH-CENTRAL ALABAMA, INC.**

**Table of Contents  
For the Year Ended September 30, 2020**

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Nature of Operations.....	1-2
Independent Auditor's Report.....	3-4
Statement of Financial Position.....	5
Statement of Activities.....	6-7
Statement of Functional Expenses.....	8
Statement of Cash Flows.....	9
Notes to Financial Statements.....	10-16

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## GIRL SCOUTS OF NORTH-CENTRAL ALABAMA, INC.

### Nature of Operations For the Year Ended September 30, 2020

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Girl Scouts is the preeminent leadership development organization for girls. Girl Scouts began over 100 years ago with one woman, Juliette Gordon "Daisy" Low, who believed in the power of every girl and providing them with skills to become leaders in their communities. She organized the first Girl Scout troop on March 12, 1912, in Savannah, Georgia, and every year since, Girl Scouts all over the United States and in Alabama made her vision a reality by helping girls discover their strengths, passions, and talents.

In 1917, the first Girl Scout troop was established in Alabama. Today, Girl Scouts of North-Central Alabama (GSNCA) serves over 14,000 girls and adults in 36 counties in North and Central Alabama. The mission of Girl Scouts is to build girls of courage, confidence, and character, who make the world a better place.

In April 2016, the board of directors adopted a vision statement for the council that would serve as the focal point for the development of the organizations long, short, and mid-range strategic plans. The vision statement reads as follows: "For Girl Scouts of North-Central Alabama to be recognized as the leading organization on the leadership and life skills development of girls in North-Central Alabama. Our innovative leadership programs help girls discover, connect and take action as they develop strong values, social conscience and a deep sense of self and empowerment."

In November 2016, Girl Scouts of the USA launched the G.I.R.L., Go-Getter, Innovator, Risk-taker, Leader, brand campaign. The campaign reflects the core values and history of Girl Scouts, defines Girl Scout leadership, and showcases the unique experiences and skill building opportunities Girl Scouts offers. The G.I.R.L is at the heart of what program opportunities we offer our girl and adult members, has inspired new community partnerships, and is used in all forms of internal and external communications.

The council's strategic objectives are as follows: to reach and serve more girls, to deliver consistent outcome driven program activities, and to increase the community's awareness and investment in Girl Scouts. The traditional Girl Scout program is delivered in troops led by trained adult leadership with the support of the council staff. Our alternative delivery and outreach programs are staff-led experiences that bring the Girl Scout program to targeted low-income, at risk and underserved girls in our 36 county area. GSNCA is able to deliver our mission and vision with the support of the community, volunteers, staff and donors. Together, we are building self-confidence and leadership skills in all girls— regardless of their socioeconomic status, race, or religious beliefs.

#### **Program Services**

**Volunteer Support Services** - The majority of the Girl Scout Leadership Experience is provided to girls through adult volunteer leadership. In Girl Scouts, girls are guided by trained supportive adults to develop their leadership potential through age appropriate, outcomes measured activities that enable them to **discover** their values and skills in the world that surrounds them; **connect** with other people, locally and globally, to make a difference in the world; and **take action** to make the world a better place. To ensure that girls receive a quality and consistent Girl Scouts experience, GSNCA supports the training of its adult volunteers by providing adult learning opportunities and training sessions that are conducted across the council's 36 county area. Additionally, training is also conducted through on-line course instruction and informal education sessions. Our training addresses three primary areas: girl leadership; troop leadership and management; and community service leadership and management. The training offered to troop leaders and volunteers involved in Girl Scouting not only benefits Girl Scouts, but also enhances the skills and knowledge of the volunteers as parents, mentors, and community leaders.

## **GIRL SCOUTS OF NORTH-CENTRAL ALABAMA, INC.**

### **Nature of Operations (continued) For the Year Ended September 30, 2020**

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**Community Outreach** - Girl Scouts of North-Central Alabama provides a number of opportunities offered to underserved girls through outreach programs. Programs for girls served through outreach are provided in a safe and nurturing environment in a location accessible to girls who may not have transportation. Partnerships in the community are created to provide the girls served in our outreach programs the same Girl Scout program experiences girls have that are served in a traditional troop.

Girls served through outreach participate in a series of six week outreach based program activities focused on one of our four initiatives: Science Technology, Engineering and Math; Financial Literacy; Healthy Living; and Leadership Development. Goals for girls served through the council's outreach programs are developing leadership and confidence in girls that are not able to participate in Girl Scouts through traditional troops and retaining them by recruiting adult leadership to continue offering the program. Underserved girls participating in outreach programs will develop values and healthy relationships (Healthy Living), gain practical life skills (Financial Literacy); and become resourceful problem solvers (STEM). Through these programs, girls develop leadership skills that help to break the negative cycles in which they find themselves.

**The Girl Scout Leadership Experience (GSLE)**—the framework for defining what girls do in Girl Scouting, how they do it, and who will benefit that was borne out of years of research and development—engages girls in three key activities: discovering who they are and what they value; connecting with others; and taking action to make the world a better place.

The Girl Scout Leadership Experience is designed to be girl led, cooperative and hands-on to create a high quality experiences conducive to learning. When girls participate in Girl Scouts, they benefit in five important ways:

1. They develop a strong sense of self. Girls have confidence in themselves and their abilities and form positive identities.
2. Girls have positive values. They act ethically, honestly and show concern for others.
3. Girls are challenge seeking. They take appropriate risks, try things and learn from their mistakes.
4. Girls develop and maintain healthy relationships by communicating their feelings and resolving conflicts constructively.
5. Girls desire to contribute to the world in purposeful and meaningful ways.

When girls exhibit these attitudes and skills, they become responsible, productive caring and engaged citizens. Girls who develop these five outcomes are: happier healthier and less likely to engage in problem behaviors or be victimized; achieve higher academically and feel more engaged in school; become strong college and job applicant and become successful well-adjusted adults.

## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors and Management  
Girl Scouts of North-Central Alabama, Inc.

We have audited the accompanying financial statements of Girl Scouts of North-Central Alabama, Inc. (the Council) which comprise the statement of financial position as of September 30, 2020, and the related statements of activities, functional expenses and cash flows for the year 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 audit. We conducted our audit 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.

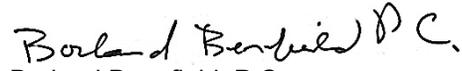
We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Council as of September 30, 2020 and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

## Report on Summarized Comparative Information

We have previously audited the Council's 2019 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated January 15, 2020. In our opinion, the summarized comparative information presented herein as of and for the year ended September 30, 2019, is consistent, in all material respects, with the audited financial statements from which it has been derived.

  
Borland Benefield, P.C.  
Birmingham, Alabama  
January 20, 2021

**GIRL SCOUTS OF NORTH-CENTRAL ALABAMA, INC.**

**Statement of Financial Position  
As of September 30, 2020**

**With Summarized Totals for the Year Ended September 30, 2019**

	<u>2020</u>	<u>2019</u>
<b>Assets</b>		
Current Assets		
Cash		
Unrestricted	\$ 7,306,017	\$ 5,920,272
Restricted	59,358	36,555
Investments	2,488,466	2,056,583
Accounts receivable, net	71	978
Contributions receivable	4,986	15,049
Inventory	96,252	89,430
Prepaid expenses	<u>65,688</u>	<u>32,485</u>
Total Current Assets	<u>10,020,838</u>	<u>8,151,352</u>
Non-Current Assets		
Property and equipment, net	<u>4,535,178</u>	<u>4,496,492</u>
<b>Total Assets</b>	<u>\$ 14,556,016</u>	<u>\$ 12,647,844</u>
<b>Liabilities and Net Assets</b>		
Current Liabilities		
Accounts payable	\$ 144,128	\$ 63,183
Accrued liabilities	4,119	3,404
Accrued vacation	118,220	110,378
Custodial funds	5,638	7,239
Grant advance	150,000	140,000
Deferred revenue	27,370	52,082
Payroll Protection Program loan	<u>553,200</u>	<u>-</u>
Total Current Liabilities	<u>1,002,675</u>	<u>376,286</u>
Net Assets		
Without donor restrictions	13,480,585	12,221,603
With donor restrictions	<u>72,757</u>	<u>49,955</u>
Total Net Assets	<u>13,553,342</u>	<u>12,271,558</u>
<b>Total Liabilities and Net Assets</b>	<u>\$ 14,556,017</u>	<u>\$ 12,647,844</u>

*See accompanying notes to financial statements.*

**GIRL SCOUTS OF NORTH-CENTRAL ALABAMA, INC.**

**Statement of Activities**

**For the Year Ended September 30, 2020**

**With Summarized Totals for the Year Ended September 30, 2019**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>2020 Total</u>	<u>2019 Total</u>
<b>Public Support</b>				
United Way allocation	\$ 700,443	\$ -	\$ 700,443	\$ 731,351
Contributions	551,554	148,003	699,557	140,006
Other public support, net	98,544	-	98,544	87,336
In-kind support	<u>45,586</u>	<u>-</u>	<u>45,586</u>	<u>15,024</u>
Total Public Support	<u>1,396,127</u>	<u>148,003</u>	<u>1,544,130</u>	<u>973,717</u>
<b>Program Related Revenue</b>				
Gross product sales	5,050,816	-	5,050,816	4,784,480
Direct cost of product sales	<u>(1,787,709)</u>	<u>-</u>	<u>(1,787,709)</u>	<u>(1,767,597)</u>
Net revenue from product sales	<u>3,263,107</u>	<u>-</u>	<u>3,263,107</u>	<u>3,016,883</u>
Retail revenue	207,144	-	207,144	292,177
Direct cost of retail sales	<u>(108,265)</u>	<u>-</u>	<u>(108,265)</u>	<u>(165,674)</u>
Net revenue from retail sales	<u>98,879</u>	<u>-</u>	<u>98,879</u>	<u>126,503</u>
Program fees	55,349	-	55,349	229,483
Rental income	<u>1,150</u>	<u>-</u>	<u>1,150</u>	<u>39,768</u>
Total Program Related Revenue	<u>3,418,485</u>	<u>-</u>	<u>3,418,485</u>	<u>3,412,637</u>
<b>Investment and Other Revenue</b>				
Investment return, net	237,956	-	237,956	199,319
Other income	<u>10,277</u>	<u>-</u>	<u>10,277</u>	<u>41,311</u>
Total Investment and Other Revenue	<u>248,233</u>	<u>-</u>	<u>248,233</u>	<u>240,630</u>
Net assets released from restrictions	<u>125,201</u>	<u>(125,201)</u>	<u>-</u>	<u>-</u>
<b>Total Revenue and Support</b>	<u>\$ 5,188,046</u>	<u>\$ 22,802</u>	<u>\$ 5,210,848</u>	<u>\$ 4,626,984</u>

*See accompanying notes to financial statements.*

**GIRL SCOUTS OF NORTH-CENTRAL ALABAMA, INC.**

**Statement of Activities (continued)**

**For the Year Ended September 30, 2020**

**With Summarized Totals for the Year Ended September 30, 2019**

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	<b>Without Donor <u>Restriction</u></b>	<b>With Donor <u>Restriction</u></b>	<b>2020 <u>Total</u></b>	<b>2019 <u>Total</u></b>
<b>Expenses</b>				
Program services	\$ 3,411,878	\$ -	\$ 3,411,878	\$ 3,446,491
Management and general	333,845	-	333,845	332,556
Fundraising	<u>183,341</u>	<u>-</u>	<u>183,341</u>	<u>185,634</u>
<b>Total Expenses</b>	<u>3,929,064</u>	<u>-</u>	<u>3,929,064</u>	<u>3,964,681</u>
<b>Change in Net Assets</b>	1,258,982	22,802	1,281,784	662,303
<b>Net Assets, Beginning of Year</b>	<u>12,221,603</u>	<u>49,955</u>	<u>12,271,558</u>	<u>11,609,255</u>
<b>Net Assets, End of Year</b>	<u>\$ 13,480,585</u>	<u>\$ 72,757</u>	<u>\$ 13,553,342</u>	<u>\$ 12,271,558</u>

*See accompanying notes to financial statements.*