



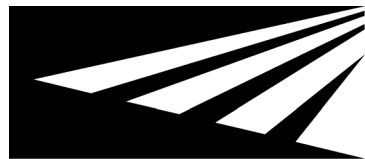
GIRL SCOUTS OF NASSAU COUNTY, INC.

**FINANCIAL STATEMENTS
TOGETHER WITH AUDITOR'S REPORT**

**AS OF AND FOR THE YEARS ENDED
DECEMBER 31, 2024 AND 2023**

**GIRL SCOUTS OF NASSAU COUNTY, INC.
INDEX TO FINANCIAL STATEMENTS
AS OF AND FOR THE YEARS ENDED
DECEMBER 31, 2024 AND 2023**

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NawrockiSmith

CERTIFIED PUBLIC ACCOUNTANTS

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of the
Girl Scouts of Nassau County, Inc.:

Opinion

We have audited the accompanying financial statements of the Girl Scouts of Nassau County, Inc. (the "Girl Scouts", a nonprofit organization), which comprise the statement of financial position as of December 31, 2024, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Girl Scouts of Nassau County, Inc. as of December 31, 2024, 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.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Girl Scouts of Nassau County, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Girl Scouts' ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

NawrockiSmith

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Girl Scouts' internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Girl Scouts' ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Summarized Comparative Information

We have previously audited the Girl Scouts' 2023 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated March 27, 2024. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2023, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Hauppauge, New York
March 26, 2025



GIRL SCOUTS OF NASSAU COUNTY, INC.
STATEMENTS OF FINANCIAL POSITION
AS OF DECEMBER 31, 2024 AND 2023

	<u>2024</u>	<u>2023</u>
<u>ASSETS</u>		
CURRENT ASSETS:		
Unrestricted cash and cash equivalents	\$ 79,920	\$ 556,911
Investments	17,256,407	16,297,458
Accounts receivable	108,159	35,575
Materials for sale or use	196,788	175,509
Prepaid expenses	76,651	84,652
Right-of-use assets - operating, net	<u>13,421</u>	<u>11,227</u>
Total current assets	17,731,346	17,161,332
RESTRICTED CASH AND CASH EQUIVALENTS	57,949	57,949
RIGHT-OF-USE ASSETS - operating, net	44,931	41,763
PROPERTY AND EQUIPMENT, at cost, net of accumulated depreciation of \$8,991,294 and \$8,596,829, respectively	<u>5,026,210</u>	<u>5,351,280</u>
Total assets	<u><u>\$ 22,860,436</u></u>	<u><u>\$ 22,612,324</u></u>
<u>LIABILITIES AND NET ASSETS</u>		
CURRENT LIABILITIES:		
Line of credit payable	\$ 602,138	\$ -
Leases payable - operating	13,421	11,227
Accounts payable	149,393	70,260
Accrued liabilities	227,014	232,218
Deferred revenue	<u>9,831</u>	<u>19,691</u>
Total current liabilities	1,001,797	333,396
LEASES PAYABLE - operating, net of current portion	<u>44,931</u>	<u>41,763</u>
Total liabilities	<u>1,046,728</u>	<u>375,159</u>
NET ASSETS:		
Net assets without donor restrictions -		
Undesignated Fund	2,434,438	3,842,655
Board Endowment Fund	300,774	405,950
Capital Fund	752,431	687,112
New Directions Fund	<u>18,268,116</u>	<u>17,243,499</u>
Total net assets without donor restrictions	21,755,759	22,179,216
Net assets with donor restrictions	<u>57,949</u>	<u>57,949</u>
Total net assets	<u>21,813,708</u>	<u>22,237,165</u>
Total liabilities and net assets	<u><u>\$ 22,860,436</u></u>	<u><u>\$ 22,612,324</u></u>

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

GIRL SCOUTS OF NASSAU COUNTY, INC.
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED DECEMBER 31, 2024
(With Comparative Totals for 2023)

	Net Assets Without Donor Restrictions				Net Assets With Donor Restrictions	Total All Funds	
	Undesignated Fund	Board Endowment Fund	Capital Fund	New Directions Fund		2024	2023
PUBLIC SUPPORT AND REVENUES:							
Public support:							
Annual giving	\$ 121,405	\$ -	\$ -	\$ -	\$ -	\$ 121,405	\$ 59,537
Special fundraising events, net of direct costs of \$37,228 and \$58,493, respectively	60,611	-	-	-	-	60,611	81,052
Foundations, trusts and other grants	60,589	-	-	-	-	60,589	123,161
United Way and community chests	29,704	-	-	-	-	29,704	13,140
Total public support	272,309	-	-	-	-	272,309	276,890
Revenues:							
Cookie and fall product sales, net of direct costs of \$1,918,336 and \$1,642,262, respectively	3,271,859	-	-	-	-	3,271,859	2,990,332
Program service fees	786,964	-	-	-	-	786,964	643,246
Sale of supplies and services, net of direct costs of \$270,126 and \$260,324, respectively	221,742	-	-	-	-	221,742	213,270
Site use fees	38,106	-	-	-	-	38,106	29,472
Other	3,451	-	-	-	-	3,451	870
Total revenues	4,322,122	-	-	-	-	4,322,122	3,877,190
Total public support and revenues	4,594,431	-	-	-	-	4,594,431	4,154,080
EXPENSES:							
Program services	5,059,275	-	-	-	-	5,059,275	5,382,629
Supporting services	1,783,064	-	-	-	-	1,783,064	1,706,049
Total expenses	6,842,339	-	-	-	-	6,842,339	7,088,678
Deficiency of public support and revenues under expenses	(2,247,908)	-	-	-	-	(2,247,908)	(2,934,598)
OTHER CHANGES IN NET ASSETS:							
Unrealized gain (loss) on investments held, net	10,857	(26,836)	30,623	876,247	-	890,891	841,171
Investment income, net	12,644	71,660	49,696	799,560	-	933,560	1,854,959
Loss on disposal of fixed assets	-	-	-	-	-	-	(2,440)
Net transfers among net assets	816,190	(150,000)	(15,000)	(651,190)	-	-	-
Change in net assets	(1,408,217)	(105,176)	65,319	1,024,617	-	(423,457)	(240,908)
NET ASSETS, BEGINNING OF YEAR	3,842,655	405,950	687,112	17,243,499	57,949	22,237,165	22,478,073
NET ASSETS, END OF YEAR	\$ 2,434,438	\$ 300,774	\$ 752,431	\$ 18,268,116	\$ 57,949	\$ 21,813,708	\$ 22,237,165

The accompanying notes to financial statements are an
integral part of this statement.

GIRL SCOUTS OF NASSAU COUNTY, INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2024
(With Comparative Totals for 2023)

	Program Service Expenses					Supporting Service Expenses				Total Expenses	
	Membership	Volunteerism	Programs	Camp	Total Program Services	Management and General		Fund Raising	Total Supporting Services	2024	2023
						Management	Public Relations				
Salaries and related expenses:											
Salaries	\$ 642,049	\$ 360,247	\$ 1,501,477	\$ 143,537	\$ 2,647,310	\$ 495,438	\$ 174,040	\$ 203,923	\$ 873,401	\$ 3,520,711	\$ 3,922,760
Benefits	84,661	67,505	259,780	262	412,208	127,907	16,107	39,165	183,179	595,387	473,675
Payroll taxes	44,825	26,294	117,387	-	188,506	36,703	12,611	14,992	64,306	252,812	280,073
Total	771,535	454,046	1,878,644	143,799	3,248,024	660,048	202,758	258,080	1,120,886	4,368,910	4,676,508
Professional fees	3,616	3,744	86,412	8,682	102,454	201,059	50,753	25,661	277,473	379,927	317,348
Supplies	38,675	16,888	53,794	223,259	332,616	5,311	1,544	9,683	16,538	349,154	301,234
Underfunded pension expense	99,030	64,078	61,165	5,100	229,373	21,114	26,214	14,563	61,891	291,264	289,929
Occupancy	21,142	11,862	50,532	135,717	219,253	32,540	5,731	6,715	44,986	264,239	212,852
Printing and publications	37,702	6,110	82,749	9,401	135,962	7,098	15,660	6,631	29,389	165,351	196,508
Insurance	13,975	7,841	35,843	68,681	126,340	25,919	3,788	4,439	34,146	160,486	138,596
Conferences and conventions	5,471	1,263	58,352	564	65,650	25,684	10	1,288	26,982	92,632	91,268
Financial assistance	68,060	-	21,823	-	89,883	-	-	-	-	89,883	93,576
Transportation	2,256	13	12,872	53,054	68,195	17,499	69	153	17,721	85,916	127,188
Other	845	6	13,066	20,906	34,823	36,066	563	3,028	39,657	74,480	74,944
Equipment and maintenance	4,883	2,740	13,377	27,367	48,367	3,767	1,324	1,551	6,642	55,009	56,830
Telephone	1,702	820	4,423	14,109	21,054	3,407	696	464	4,567	25,621	41,262
Postage	2,750	72	8,007	175	11,004	11,838	182	1,117	13,137	24,141	18,879
Operating lease expense	2,893	1,623	6,408	1,006	11,930	2,233	784	919	3,936	15,866	17,530
Total operating expenses	1,074,535	571,106	2,387,467	711,820	4,744,928	1,053,583	310,076	334,292	1,697,951	6,442,879	6,654,452
Depreciation	62,178	34,888	137,699	77,974	312,739	47,980	16,855	19,748	84,583	397,322	423,488
Loan interest	390	219	999	-	1,608	301	105	124	530	2,138	10,738
Total non-operating expenses	62,568	35,107	138,698	77,974	314,347	48,281	16,960	19,872	85,113	399,460	434,226
Total expenses	<u>\$ 1,137,103</u>	<u>\$ 606,213</u>	<u>\$ 2,526,165</u>	<u>\$ 789,794</u>	<u>\$ 5,059,275</u>	<u>\$ 1,101,864</u>	<u>\$ 327,036</u>	<u>\$ 354,164</u>	<u>\$ 1,783,064</u>	<u>\$ 6,842,339</u>	<u>\$ 7,088,678</u>

The accompanying notes to financial statements are an
integral part of this statement.

GIRL SCOUTS OF NASSAU COUNTY, INC.
STATEMENTS OF CASH FLOWS (INDIRECT METHOD)
FOR THE YEARS ENDED DECEMBER 31, 2024 AND 2023

	2024	2023
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	\$ (423,457)	\$ (240,908)
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation	397,322	423,488
Unrealized gain on investments	(890,891)	(841,171)
Loss on disposal of fixed assets	-	2,440
Net increase in accounts receivable	(72,584)	(5,755)
Net increase in materials for sale or use	(21,279)	(3,497)
Net decrease in prepaid expenses	8,001	20,175
Net increase (decrease) in accounts payable	79,133	(1,864)
Net increase (decrease) in accrued liabilities	(5,204)	30,674
Net decrease in deferred revenue	(9,860)	(313,834)
Net cash used in operating activities	(938,819)	(930,252)
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchase of property and equipment	(72,252)	(1,730,132)
Purchase of investments	(3,249,494)	(8,832,644)
Sale of investments	3,181,436	12,567,081
Net cash provided by (used in) investing activities	(140,310)	2,004,305
CASH FLOWS FROM FINANCING ACTIVITIES:		
Drawdowns on line of credit	602,138	-
Repayment of loan payable to financial institution	-	(2,187,395)
Net cash provided by (used in) financing activities	602,138	(2,187,395)
NET DECREASE IN CASH AND CASH EQUIVALENTS	(476,991)	(1,113,342)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	614,860	1,728,202
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 137,869	\$ 614,860
SUPPLEMENTAL CASH FLOW INFORMATION:		
Retirement of fully depreciated fixed assets	\$ 2,857	\$ 19,384
Cash paid for interest	\$ 2,138	\$ 10,738
Initial recognition of right-of-use asset via lease liability	\$ -	\$ 53,697
COMPONENTS OF CASH, CASH EQUIVALENTS AND RESTRICTED CASH ON THE STATEMENTS OF FINANCIAL POSITION		
Unrestricted cash and cash equivalents	\$ 79,920	\$ 556,911
Restricted cash and cash equivalents	57,949	57,949
TOTAL CASH, CASH EQUIVALENTS, AND RESTRICTED CASH	\$ 137,869	\$ 614,860

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

**GIRL SCOUTS OF NASSAU COUNTY, INC.
NOTES TO FINANCIAL STATEMENTS**

(1) Organization and purpose

The Girl Scouts of Nassau County, Inc. (the "Girl Scouts") is a not-for-profit organization which was founded and incorporated under the laws of the State of New York in 1965. Girl Scouting builds girls of courage, confidence and character, who make the world a better place.

(2) Summary of significant accounting policies

The accompanying financial statements include the assets, liabilities, revenues and expenses of all the funds of the Girl Scouts of Nassau County, Inc. The following is a summary of significant accounting policies followed by the Girl Scouts:

Financial statement presentation -

The accompanying financial statements include the accounts of the Girl Scouts' programs, administration, and fundraising. The Girl Scouts presents its financial statements in accordance with U.S. generally accepted accounting principles which require that the Girl Scouts' financial statements distinguish between those with and without donor restricted net assets and changes in net assets. The Girl Scouts' net assets consist of the following:

Without donor restrictions - net assets of the Girl Scouts which have not been restricted by an outside donor or by law and are therefore available for use in carrying out the operations of the Girl Scouts.

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

As required by U.S. generally accepted accounting principles, the Girl Scouts have also presented Statements of Cash Flows for the years ended December 31, 2024 and 2023.

Cash and cash equivalents -

All highly liquid investments purchased with a maturity of three months or less are considered to be cash equivalents for financial statement purposes.

Investments -

Investments are recorded at fair value. Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. The Girl Scouts follow U.S. generally accepted accounting principles regarding fair value measurements which establish a fair value hierarchy requiring an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to measurements involving significant unobservable inputs (Level 3 measurements).

Investment income is recorded when earned and considered available for unrestricted use unless otherwise restricted by the donor. Realized and unrealized gains and losses are determined on the basis of specific identification.

**GIRL SCOUTS OF NASSAU COUNTY, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)**

Liquidity considerations -

Quantitative

As of December 31, 2024, the Girl Scouts has \$17,444,486 of financial assets available to meet cash needs for program and supporting services expenditures within one year of the Statement of Financial Position date. None of the financial assets are subject to donor or other contractual restrictions that make them unavailable for expenditures in the ensuing year.

Qualitative

As of December 31, 2024, the Girl Scouts has a goal to maintain financial assets, which consist of cash and short-term investments, on hand to meet 30 days of normal operating expenses, which are, on average, approximately \$500,000.

Property and equipment -

Property and equipment consist of land, buildings and equipment which include the main administrative facilities and campsite. Property and equipment are included in the accompanying financial statements at cost, or if acquired by gift, at the approximate market value at the date of gift. Such gifts are reported as unrestricted support unless the donor has restricted the donated assets for a specific purpose.

The Girl Scouts follow the practice of capitalizing all expenditures over \$1,500. Depreciation is recorded on the straight-line method over the estimated useful lives of the assets (generally periods of five to forty-five years).

Right-of-use assets and lease liabilities -

The Girl Scouts comply with the provisions of Financial Accounting Standards Board ("FASB") Accounting Standards Update ("ASU") No. 2016-02, *Leases* ("Topic 842"). All leases entered into by the Girl Scouts are required to be recognized and measured. In applying Topic 842, the Girl Scouts made an accounting policy election not to recognize the right-of-use assets and lease liabilities relating to short-term leases.

The Girl Scouts determine if an arrangement is or contains a lease at inception. The Girl Scouts' operating lease arrangements are comprised of office equipment. Right-of-use assets represent the Girl Scouts' right to use the underlying assets for the lease term and lease liabilities represent the Girl Scouts' obligation to make lease payments arising from the leases. Right of-use assets and lease liabilities are recognized at the commencement date based on the present value of the lease payments over the lease terms. As the Girl Scouts' leases do not provide an implicit rate and the implicit rate is not readily determinable, the Girl Scouts estimates its incremental borrowing rate based on the information available at the commencement date in determining the present value of the lease payments. Right-of-use assets also exclude lease incentives.

GIRL SCOUTS OF NASSAU COUNTY, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)

Impairment of long-lived assets and long-lived assets to be disposed of -

The Girl Scouts follows the provision of the FASB Accounting Standards Codification ("ASC") on accounting for the impairment and disposal of long-lived assets. It requires that long-lived assets and certain identifiable intangibles be reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to future net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the fair value of the assets. Assets to be disposed of are reported at the lower of the carrying amount or fair value less costs to sell. These principles did not have any impact on the Girl Scouts' financial position, results of activities or liquidity during the years ended December 31, 2024 and 2023.

Revenue and expense recognition -

The Girl Scouts complies with and accounts for its revenues in accordance with FASB ASC 958, *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made* and ASC 606, *Revenue from Contracts with Customers*.

The following are the significant revenue and expense recognition policies of the Girl Scouts:

Contributions and grants -

Unconditional promises to give are recognized as revenue in the period the promise was made. Contributions, grants, and bequests are recognized as net assets with donor restrictions if they are received with donor stipulations that limit the use of the donated assets. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both. The Girl Scouts report contributions restricted by donors as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized.

Conditional grants and contract funds are recorded as revenue when earned. Revenue is earned when eligible expenditures or deliverables, as defined in each contract, are met. Funds received but not yet earned are shown as deferred revenue. Expenditures under contracts are subject to review by the granting authority. To the extent, if any, that such a review reduces expenditures allowable under these contracts, the Girl Scouts will record such disallowance at the time the final assessment is made.

Membership dues -

Membership dues are recognized ratably over the period of membership, which is on a fiscal-year basis. Benefits are recognized ratably over the membership period since this most closely approximates the transfer of such member services. Unearned membership revenue is reflected as deferred revenue on the Statements of Financial Position.

Sponsorship revenue -

The portion of sponsorship revenue that relates to the commensurate value the sponsor received in return is recognized when the related events are held and performance obligations are met.

GIRL SCOUTS OF NASSAU COUNTY, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)

Special event revenue - ticket sales -

The portion of ticket sales that relates to the commensurate value the attendee receives in return is recognized when the related events are held and performance obligations are met.

Donated services -

A number of volunteers have donated significant amounts of their time in the Girl Scouts' program services, supporting services and in fundraising campaigns. However, since these services do not meet the criteria for recognition under U.S. generally accepted accounting principles, they are not reflected in the accompanying financial statements.

Functional expenses -

The Statement of Functional Expenses reports certain categories of expenses that are attributable to one or more program or supporting functions of the Girl Scouts. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. The significant expenses that are allocated include: salaries, fringe benefits and payroll taxes which are allocated on the basis of estimates of time and effort.

Income taxes -

The Girl Scouts qualify as a tax-exempt not-for-profit organization under Section 501(c)(3) of the Internal Revenue Code and applicable New York State tax laws. Accordingly, no provision for federal or state income taxes is required.

Summarized comparative information -

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with U.S. generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Girl Scouts' financial statements for the year ended December 31, 2023, from which the summarized information was derived.

The use of estimates in the preparation of financial statements -

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reported period. Actual results may differ from those estimates.

GIRL SCOUTS OF NASSAU COUNTY, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)

(3) Cash and cash equivalents

Cash and cash equivalents as of December 31, 2024 and 2023 consist of the following:

	<u>2024</u>	<u>2023</u>
Cash in banks and on hand	\$ 137,869	\$ 601,457
Time deposits and money market funds	-	13,403
	<u>\$ 137,869</u>	<u>\$ 614,860</u>

(4) Investments

Investments as of December 31, 2024 and 2023 consist of the following:

	<u>2024</u>	<u>2023</u>
U.S. equities	\$ 10,545,640	\$ 9,582,370
Fixed income	6,124,102	6,267,366
Alternative investments	315,838	195,915
Common stock	270,757	251,737
Preferred stock	70	70
	<u>\$ 17,256,407</u>	<u>\$ 16,297,458</u>

(5) Fair value measurements

The FASB *Fair Value Measurement* standard clarifies the definition of fair value for financial reporting, establishes framework for measuring fair value, and requires additional disclosure about the use of fair value measurements in an effort to make the measurement of fair value more consistent and comparable. The Girl Scouts have adopted the standard for its financial assets and liabilities measured on a recurring and nonrecurring basis.

Fair Value Measurement defines fair value as the amount that would be received from the sale of an asset or paid for the transfer of a liability in an orderly transaction between market participants, i.e. an exit price. The three levels of fair value hierarchy are as follows:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the reported entity has the ability to access at the measurement date.
- Level 2 inputs are inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly.
- Level 3 inputs are unobservable inputs for the asset or liability.

The following methods and assumptions were used by the Girl Scouts in addressing the fair value of financial instruments:

GIRL SCOUTS OF NASSAU COUNTY, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)

U.S. equities -

U.S. equities are invested primarily in stocks, which can be actively or passively (index funds) managed. U.S. equities are principally categorized according to company size, the investment style of the holdings in the portfolio and geography. Size is determined by a company's market capitalization, while the investment style, reflected in the fund's stock holdings, is also used to categorize equity mutual funds.

Fixed income -

A type of investing for which real return rates or periodic income are received at regular intervals at reasonably predictable levels.

Alternative investments -

Mainly consist of investments in hedge funds that are aggressively managed portfolios of investments using advanced investment strategies such as leveraged, long, short, and derivative positions in both domestic and international markets with the goal of generating high returns.

Common stock -

Common stock are securities that represent equity ownership that also comes with voting rights in a company or organization.

Preferred stock -

Preferred stock are securities that represent equity ownership. Preferred stockholders have precedence when dividends are paid out.

The following table represents the Girl Scouts' fair value hierarchy for investments as of December 31, 2024:

	Fair Value	Level 1	Level 2	Level 3
U.S. equities	\$ 10,545,640	\$ 10,545,640	\$ -	\$ -
Fixed income	6,124,102	6,124,102	-	-
Alternative investments	315,838	-	315,838	-
Common stock	270,757	270,757	-	-
Preferred stock	70	70	-	-
	<u>\$ 17,256,407</u>	<u>\$ 16,940,569</u>	<u>\$ 315,838</u>	<u>\$ -</u>

The following table represents the Girl Scouts' fair value hierarchy for investments as of December 31, 2023:

	Fair Value	Level 1	Level 2	Level 3
U.S. equities	\$ 9,582,370	\$ 9,582,370	\$ -	\$ -
Fixed income	6,267,366	6,267,366	-	-
Alternative investments	195,915	-	195,915	-
Common stock	251,737	251,737	-	-
Preferred stock	70	70	-	-
	<u>\$ 16,297,458</u>	<u>\$ 16,101,543</u>	<u>\$ 195,915</u>	<u>\$ -</u>

GIRL SCOUTS OF NASSAU COUNTY, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)

As of December 31, 2024 and 2023, the Girl Scouts do not possess any Level 3 type investments.

Investment income, which is included in the Statements of Activities and Changes in Net Assets for the years ended December 31, 2024 and 2023, consists of the following:

	2024	2023
Unrealized gains	\$ 890,891	\$ 841,171
Realized gains	658,549	1,406,627
Interest and dividends	385,887	550,660
Investment fees	(110,876)	(102,328)
	<u>\$ 1,824,451</u>	<u>\$ 2,696,130</u>

(6) Property and equipment

Property and equipment balances as of December 31, 2024 and 2023 consist of the following:

	2024	2023
Buildings and improvements	\$ 12,100,793	\$ 12,043,258
Furniture, vehicles and equipment	1,202,028	1,192,303
Land and land improvements	714,683	712,548
	14,017,504	13,948,109
Less: accumulated depreciation	<u>8,991,294</u>	<u>8,596,829</u>
	<u>\$ 5,026,210</u>	<u>\$ 5,351,280</u>

(7) Line of credit

The Girl Scouts entered into an agreement for a line of credit with a bank, which is renewable annually. The bank has agreed to make loans to the Girl Scouts in an aggregate principal amount not to exceed \$5,300,000. Borrowings are secured by the Girl Scouts' investments pursuant to the agreement with the bank. Borrowings bear interest at a fixed rate of 5.25% for the first \$300,000, and the remainder bears interest at a variable rate which was 6.64% as of December 31, 2024. As of December 31, 2024, there was an outstanding balance of \$602,138.

(8) Leases

The Girl Scouts evaluated current contracts to determine which met the criteria of a lease. The right-of-use ("ROU") asset represents the Girl Scouts' right to use the underlying assets for the lease term, and the lease liability represents the Girl Scouts' obligation to make lease payments arising from these leases. The ROU asset and lease liability, which arise from operating leases, were calculated based on the present value of future lease payments over the lease terms. The Girl Scouts have made an accounting policy election to use a risk-free rate in lieu of its incremental borrowing rate to discount future lease payments. The weighted-average discount rate applied to calculate lease liability was 3.57%.

The Girl Scouts' operating leases are for office equipment. As of December 31, 2024, the remaining lease term for the Girl Scouts' operating leases was approximately 4.12 years.

GIRL SCOUTS OF NASSAU COUNTY, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)

Cash paid for operating leases for the years ended December 31, 2024 and 2023 was \$15,866 and \$17,530, respectively. There were no noncash investing and financing transactions related to leasing.

Future maturities of lease liabilities are presented in the following table, for the fiscal years ending December 31:

<u>Year Ending December 31:</u>	
2025	\$ 15,238
2026	15,238
2027	15,238
2028	15,238
2029	<u>1,704</u>
Total lease payments	62,656
Less: present value discount	<u>(4,304)</u>
Present value of lease liabilities	<u>\$ 58,352</u>

(9) Board endowment funds

The Board of Directors has established three separate endowment funds to meet the objectives of the Girl Scouts. The investment policies adopted by the Board serve to protect the endowment investment principal, while obtaining a reasonable and competitive return on assets. All dividends and interest on endowment funds are currently appropriated for expenditure. A description of each fund is as follows:

Board Endowment Fund -

In 1995, the Board of Directors of the Girl Scouts authorized the Endowment Fund and the Facilities Development Fund to be combined into one fund, the "Board Endowment Fund". Although this fund is not legally restricted, it may only be used at the discretion of the Board of Directors by specific resolution of such governing body. The purpose of this Fund is to enable the Girl Scouts to have another income source to fund operations on a planned, annual basis; and to preserve adequate, long-term cash reserves.

Capital Fund -

In 1996, the Board of Directors established the "Capital Fund". This fund was initially funded through the net proceeds provided from the sale of the Girl Scouts' Bethpage building on August 20, 1996 and the Westdale property on January 3, 1997. It is to be used to fund capital and related capital expenditures on a planned, annual basis; and to preserve adequate, long-term cash reserves.

New Directions Fund -

In 2007, the Board of Directors established the "New Directions Fund", which was funded through certain proceeds provided from the sale of the Girl Scouts' Camp Tekakwitha. Initial transfers of \$5,000,000 were made to each of the Board Endowment Fund and the Capital Fund, with the balance to be used to fund new program initiatives and enhance current programs.

GIRL SCOUTS OF NASSAU COUNTY, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)

(10) Net assets with donor restrictions

Certain details with respect to net assets with donor restrictions at December 31, 2024 and 2023 are summarized as follows:

	<u>2024</u>	<u>2023</u>
Financial assistance	\$ 47,949	\$ 47,949
Adult recognition	<u>10,000</u>	<u>10,000</u>
Total net assets with donor restrictions	<u>\$ 57,949</u>	<u>\$ 57,949</u>

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 applicable law require the Girl Scouts to retain as a fund of perpetual duration. There were no such deficiencies as of December 31, 2024 and 2023.

The Girl Scouts have adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to protect the original value of the gift.

The Uniform Prudent Management of Institutional Funds Act ("UPMIFA") requires 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, the Girl Scouts classify as net assets with donor restrictions (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. Net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

(11) Employee benefits

Retirement plan -

The Girl Scouts participates in the National Girl Scout Council Retirement Plan ("NGSCR"), a noncontributory defined benefit pension plan sponsored by Girl Scouts of the USA. The National Board of Girl Scouts of the USA voted to freeze the plan to new entrants and to freeze future benefit accruals for all current participants under the Plan effective July 31, 2010. The plan covers substantially all of the employees of various Girl Scout councils who were eligible to participate in the plan prior to the Plan freeze. Accrued and vested benefits prior to July 31, 2010 are based on years of service and salary levels.

Net Plan assets declined during the year and are less than the actuarial present value of accumulated Plan benefits as of January 1, 2023. On April 8, 2014, President Obama signed H.R. 4275 into law, a relief package unanimously passed by Congress that gives NGSCR the flexibility to adopt the Pension Protection Act ("PPA") funding requirements immediately or not at all. NGSCR has elected to adopt this relief and not be subject to PPA. In September 2020, the National Board of Girl Scouts of the USA approved to lower the contributions from \$30 million to \$26 million starting in calendar year 2023 until the Plan is fully funded on a market basis. Aggregate annual contributions made in fiscal years 2023 and 2024 were \$27.5 million and \$27.4 million, respectively. Aggregate contributions to be made in fiscal 2025 are expected to be \$26 million.

GIRL SCOUTS OF NASSAU COUNTY, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)

403(B) plan -

The Girl Scouts have a 403(B) plan whereby an employee can contribute up to 4% of their compensation, and the Girl Scouts will match half of such contributions. In addition, in lieu of the frozen defined benefit pension plan, the Girl Scouts contribute 3% of total compensation for all eligible employees.

The Girl Scouts made total contributions to this plan of \$125,961 and \$129,202 for the years ended December 31, 2024 and 2023, respectively.

(12) Special events

A source of revenue for the Girl Scouts is derived from several special fundraising events which are conducted during the year. An analysis of the results of these events by activity is as follows:

	<u>Gross Revenues</u>	<u>Direct Costs</u>	<u>Net Proceeds</u>
<u>2024</u>			
Legacy Luncheon	\$ 54,593	\$ 21,405	\$ 33,188
Raise A Glass	<u>43,246</u>	<u>15,823</u>	<u>27,423</u>
Total	<u><u>\$ 97,839</u></u>	<u><u>\$ 37,228</u></u>	<u><u>\$ 60,611</u></u>
<u>2023</u>			
Wine and Dine Fall Event	\$ 70,621	\$ 30,632	\$ 39,989
Legacy Luncheon	<u>68,924</u>	<u>27,861</u>	<u>41,063</u>
Total	<u><u>\$ 139,545</u></u>	<u><u>\$ 58,493</u></u>	<u><u>\$ 81,052</u></u>

(13) Commitments and contingencies

Concentrations of credit risk -

The Girl Scouts maintain their cash in bank deposit accounts which, at times, may exceed federally insured limits. The Girl Scouts have not experienced any losses in such accounts and believe they are not exposed to any significant credit risk on cash and cash equivalents.

(14) Subsequent events

The Girl Scouts have evaluated subsequent events through March 26, 2025, which is the date these financial statements were available to be issued. Based on this evaluation, the Girl Scouts has determined there are no matters which require disclosure in the financial statements.