

girl scouts 
of central indiana

GIRL SCOUTS OF CENTRAL INDIANA, INC.

FINANCIAL STATEMENTS
AND
INDEPENDENT AUDITOR'S REPORT

September 30, 2025 and 2024

GIRL SCOUTS OF CENTRAL INDIANA, INC.

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Independent Auditor's Report

To the Board of Directors
Girl Scouts of Central Indiana, Inc.

Opinion

We have audited the accompanying financial statements of Girl Scouts of Central Indiana, Inc., which comprise the statements of financial position as of September 30, 2025 and 2024, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Girl Scouts of Central Indiana, Inc. as of September 30, 2025 and 2024, and the change 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.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

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

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

Auditor's Responsibilities for the Audit of the Financial Statements

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

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

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

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

Report on Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of activities by fund for the years ended September 30, 2025 and 2024 are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Katz, Sapper & Miller, LLP

Indianapolis, Indiana
February 11, 2026

GIRL SCOUTS OF CENTRAL INDIANA, INC.

STATEMENTS OF FINANCIAL POSITION
September 30, 2025 and 2024

	ASSETS		2025		2024
ASSETS					
Cash and equivalents		\$	741,166	\$	811,316
Cash restricted for long-term purposes			14,876		14,876
ERC receivable					90,050
Program advances					70,000
Pledges receivable, net			201,150		20,250
Grants receivable			2,218,397		4,910,000
Inventories, net			306,067		377,787
Prepaid expenses			82,765		127,412
Investments - held for endowment			10,289,851		10,256,531
Investments			10,469,512		13,054,860
Beneficial interest in assets held by others			142,918		136,481
Beneficial interest in perpetual trust			442,764		422,401
Other assets			64,181		47,448
Land, buildings, and equipment, net			9,380,818		9,704,436
TOTAL ASSETS			\$34,354,465		\$40,043,848
LIABILITIES AND NET ASSETS					
LIABILITIES					
Accounts payable		\$	524,849	\$	575,636
Accrued expenses			360,858		508,686
Due to Girl Scouts USA			259,995		143,772
Deferred revenue			48,784		40,265
Finance lease liabilities			135,924		11,620
Long-term debt, net			2,187,469		2,412,208
Total Liabilities			3,517,879		3,692,187
NET ASSETS					
Without donor restrictions			15,646,847		17,229,279
With donor restrictions:					
Purpose restrictions			4,217,124		8,203,450
Perpetual in nature			10,972,615		10,918,932
Total Net Assets			30,836,586		36,351,661
TOTAL LIABILITIES AND NET ASSETS			\$34,354,465		\$40,043,848

See accompanying notes.

GIRL SCOUTS OF CENTRAL INDIANA, INC.

STATEMENT OF ACTIVITIES
Year Ended September 30, 2025

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUES AND OTHER SUPPORT			
Public support:			
Contributions and grants	\$ 449,044	\$ 798,141	\$ 1,247,185
United Way allocations	<u>161,319</u>		<u>161,319</u>
	<u>610,363</u>	<u>798,141</u>	<u>1,408,504</u>
Product sales	12,703,133		12,703,133
Less: Cost of sales	<u>(5,452,760)</u>		<u>(5,452,760)</u>
	<u>7,250,373</u>		<u>7,250,373</u>
Other revenues:			
Retail sales, net	159,028		159,028
Program service fees	711,902		711,902
Special events, net	91,154		91,154
Investment return	895,078	1,222,882	2,117,960
Change in value of beneficial interest in assets held by others	50,117		50,117
Change in value of beneficial interest in perpetual trust		20,363	20,363
Other revenue	<u>364,244</u>		<u>364,244</u>
	<u>10,132,259</u>	<u>2,041,386</u>	<u>12,173,645</u>
Net assets released from restrictions	5,974,029	(5,974,029)	
Total Revenues and Other Support	<u>16,106,288</u>	<u>(3,932,643)</u>	<u>12,173,645</u>
EXPENSES			
Program services	13,893,034		13,893,034
General and administrative	3,058,611		3,058,611
Fundraising	<u>737,075</u>		<u>737,075</u>
Total Expenses	<u>17,688,720</u>		<u>17,688,720</u>
CHANGE IN NET ASSETS	<u>(1,582,432)</u>	<u>(3,932,643)</u>	<u>(5,515,075)</u>
NET ASSETS			
Beginning of Year	<u>17,229,279</u>	<u>19,122,382</u>	<u>36,351,661</u>
End of Year	<u>\$ 15,646,847</u>	<u>\$ 15,189,739</u>	<u>\$ 30,836,586</u>

See accompanying notes.

GIRL SCOUTS OF CENTRAL INDIANA, INC.

**STATEMENT OF ACTIVITIES
Year Ended September 30, 2024**

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUES AND OTHER SUPPORT			
Public support:			
Contributions and grants	\$ 394,274	\$ 365,788	\$ 760,062
United Way allocations	<u>137,008</u>		<u>137,008</u>
	<u>531,282</u>	<u>365,788</u>	<u>897,070</u>
Product sales	13,369,705		13,369,705
Less: Cost of sales	<u>(5,350,955)</u>		<u>(5,350,955)</u>
	<u>8,018,750</u>		<u>8,018,750</u>
Other revenues:			
Retail sales, net	200,873		200,873
Program service fees	818,806		818,806
Special events, net	189,030		189,030
Investment return	1,424,697	1,865,505	3,290,202
Change in value of beneficial interest in assets held by others	96,452		96,452
Change in value of beneficial interest in perpetual trust		59,095	59,095
Other revenue	<u>624,899</u>		<u>624,899</u>
	<u>11,904,789</u>	<u>2,290,388</u>	<u>14,195,177</u>
Net assets released from restrictions	4,700,931	(4,700,931)	
Total Revenues and Other Support	<u>16,605,720</u>	<u>(2,410,543)</u>	<u>14,195,177</u>
EXPENSES			
Program services	14,680,503		14,680,503
General and administrative	1,926,247		1,926,247
Fundraising	649,281		649,281
Total Expenses	<u>17,256,031</u>		<u>17,256,031</u>
CHANGE IN NET ASSETS	<u>(650,311)</u>	<u>(2,410,543)</u>	<u>(3,060,854)</u>
NET ASSETS			
Beginning of Year	<u>17,879,590</u>	<u>21,532,925</u>	<u>39,412,515</u>
End of Year	<u>\$ 17,229,279</u>	<u>\$ 19,122,382</u>	<u>\$ 36,351,661</u>

See accompanying notes.

GIRL SCOUTS OF CENTRAL INDIANA, INC.

STATEMENT OF FUNCTIONAL EXPENSES
Year Ended September 30, 2025

	Program Services	General and Administrative	Fundraising	Direct Benefit to Donors	Total
Salaries and benefits	\$ 6,716,615	\$ 1,553,913	\$ 420,073		\$ 8,690,601
Pension plan withdrawal fee		748,972			748,972
Professional fees and services	876,617	403,962	79,586		1,360,165
Supplies, awards, grants and assistance	2,996,118	81,033	60,357	\$ 17,460	3,154,968
Telecommunications and publications	497,577	52,689	26,679		576,945
Product and retail cost of sales	5,840,920				5,840,920
Occupancy	533,601	17,278	59,628		610,507
Equipment expense	295,458	19,645	14,396		329,499
Travel and meetings	579,592	64,169	38,831		682,592
Depreciation	835,557	32,222	14,672		882,451
Interest expense	125,228	26,664	7,385		159,277
Insurance	230,645	45,630	13,895		290,170
Other	206,026	12,434	1,573		220,033
TOTAL EXPENSES BY FUNCTION	19,733,954	3,058,611	737,075	17,460	23,547,100
Less: Expenses included with revenue and support on the statement of activities:					
Product and retail cost of sales	(5,840,920)				(5,840,920)
Cost of direct benefits to donors				(17,460)	(17,460)
TOTAL EXPENSES	<u>\$ 13,893,034</u>	<u>\$ 3,058,611</u>	<u>\$ 737,075</u>	<u>\$ -</u>	<u>\$ 17,688,720</u>

See accompanying notes.

GIRL SCOUTS OF CENTRAL INDIANA, INC.

STATEMENT OF FUNCTIONAL EXPENSES
Year Ended September 30, 2024

	Program Services	General and Administrative	Fundraising	Direct Benefit to Donors	Total
Salaries and benefits	\$ 7,242,732	\$ 1,256,984	\$ 384,567		\$ 8,884,283
Professional fees and services	1,217,970	276,657	131,477		1,626,104
Supplies, awards, grants and assistance	2,776,519	48,870	47,707	\$ 14,400	2,887,496
Telecommunications and publications	518,332	71,826	23,192		613,350
Product and retail cost of sales	5,685,200				5,685,200
Occupancy	642,348	29,452	5,562		677,362
Equipment expense	307,971	20,640	13,589		342,200
Travel and meetings	608,286	89,502	15,955		713,743
Depreciation	813,382	36,355	11,583		861,320
Interest expense	131,551	29,718	6,314		167,583
Insurance	179,004	42,792	8,705		230,501
Other	242,408	23,451	630		266,489
TOTAL EXPENSES BY FUNCTION	<u>20,365,703</u>	<u>1,926,247</u>	<u>649,281</u>	<u>14,400</u>	<u>22,955,631</u>
Less: Expenses included with revenue and support on the statement of activities:					
Product and retail cost of sales	(5,685,200)				(5,685,200)
Cost of direct benefits to donors				(14,400)	(14,400)
TOTAL EXPENSES	<u><u>\$ 14,680,503</u></u>	<u><u>\$ 1,926,247</u></u>	<u><u>\$ 649,281</u></u>	<u><u>\$ -</u></u>	<u><u>\$ 17,256,031</u></u>

See accompanying notes.

GIRL SCOUTS OF CENTRAL INDIANA, INC.

STATEMENTS OF CASH FLOWS
Years Ended September 30, 2025 and 2024

	2025	2024
OPERATING ACTIVITIES		
Change in net assets	\$ (5,515,075)	\$ (3,060,854)
Adjustments to reconcile change in net assets to net cash used by operating activities:		
Depreciation of property and equipment	878,295	858,046
Amortization of ROU assets - finance lease	4,156	3,274
Amortization of bond issuance costs	9,088	9,088
(Gain) loss on sales of land, buildings, and equipment	4,696	(369,038)
Net realized and unrealized gain on investments	(1,607,173)	(2,673,303)
Change in value of beneficial interest in funds held by others	(50,117)	(96,452)
Change in value of beneficial interest in perpetual trust	(20,363)	(59,095)
Contributions restricted for long-term purposes		(30,000)
Change in assets and liabilities:		
ERC receivable	90,050	
Program advances	70,000	70,000
Pledges receivable	(180,900)	3,108
Grants receivable	2,691,603	5,021,000
Inventories	71,720	(32,862)
Prepaid expenses	44,647	11,188
Other assets	(16,733)	13,698
Accounts payable and accrued expenses	(198,615)	(50,016)
Due to Girl Scouts USA	116,223	5,578
Deferred revenue	8,519	1,606
Net Cash Used by Operating Activities	<u>(3,599,979)</u>	<u>(375,034)</u>
INVESTING ACTIVITIES		
Purchases of land, buildings, and equipment	(391,066)	(459,182)
Proceeds from sales of land, buildings, and equipment	1,684	646,338
Purchases of investments	(17,308,521)	(18,486,202)
Proceeds from sales and maturities of investments	20,104,695	22,812,947
Net Cash Provided by Investing Activities	<u>2,406,792</u>	<u>4,513,901</u>
FINANCING ACTIVITIES		
Principal payments on mortgages payable	(68,419)	(84,232)
Repayment on bonds payable	(187,715)	(181,834)
Repayments on auto loans	(12,976)	(13,202)
Repayment on finance lease liabilities	(14,560)	(10,369)
Payment on annuity obligation		(15,699)
Contributions restricted for long-term purposes		30,000
Net Cash Used by Financing Activities	<u>(283,670)</u>	<u>(275,336)</u>
NET INCREASE (DECREASE) IN CASH AND EQUIVALENTS	(1,476,857)	3,863,531
CASH AND EQUIVALENTS		
Beginning of Year	<u>6,869,378</u>	<u>3,005,847</u>
End of Year	<u>\$ 5,392,521</u>	<u>\$ 6,869,378</u>
CASH AND EQUIVALENTS		
Cash and equivalents	\$ 741,166	\$ 811,316
Cash restricted for long-term purposes	14,876	14,876
Cash and equivalents included in investments	<u>4,636,479</u>	<u>6,043,186</u>
TOTAL CASH AND EQUIVALENTS	<u>\$ 5,392,521</u>	<u>\$ 6,869,378</u>
SUPPLEMENTAL DISCLOSURES		
Cash paid for interest	\$ 150,189	\$ 158,494
Noncash financing activities:		
Purchases of land, buildings, and equipment acquired with debt	35,283	
Cash paid for amounts included in the measurement of lease liabilities:		
Operating cash flows - finance leases	543	561
Financing cash flows - finance leases	14,560	10,369
Right-of-use assets obtained in exchange for new lease liabilities:		
Finance leases	138,864	

See accompanying notes.

GIRL SCOUTS OF CENTRAL INDIANA, INC.

NOTES TO FINANCIAL STATEMENTS September 30, 2025 and 2024

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

General: Girl Scouts of Central Indiana, Inc. (the Council) is the preeminent leadership development organization for girls and the leading authority on girls' healthy development. Girl Scouts builds girls of courage, confidence, and character, who make the world a better place. The Council is a non-profit organization chartered by Girl Scouts of the USA (GSUSA) to deliver local and regional program opportunities. The Council currently serves more than 15,500 girls and has 10,000 volunteers in 45 counties across central Indiana.

In 2023, the Council established the Girl Coalition of Indiana (the Coalition), which is a statewide, girl-focused social innovation startup serving girls across Indiana. The Coalition is a partnership of the six Girl Scout Councils serving girls across Indiana. The Coalition seeks to enable every girl in Indiana to live her best life physically, academically, emotionally, and socially.

Basis of Presentation: The financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America, which require the Council to report information regarding its financial position and activities according to the following net asset classifications:

- **Net Assets Without Donor Restrictions** are not subject to donor-imposed restrictions and may be used at the discretion of the Council's management and Board of Directors. This net asset category includes funds functioning as an endowment through designation by the Board of Directors.
- **Net Assets With Donor Restrictions** are subject to stipulations imposed by donors. 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, whereby the donor has stipulated the funds be maintained in perpetuity.

Donor-restricted contributions are reported as increases in net assets with donor restrictions, and when a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statements of activities. Restrictions expire when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both. Contributions with donor restrictions associated with the acquisition of long-lived assets are released from restriction when the assets are placed in service.

Estimates: The preparation of financial statements in accordance 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, the disclosure of contingent assets and liabilities, and the reported amounts of revenue and expenses. Actual results could differ from those estimates.

Cash and Equivalents consists of cash in demand deposit accounts and highly liquid investments purchased with an original maturity of three months or less. The Council maintains its cash in bank deposit accounts which, at times, may exceed the federally insured limits. The Council has not experienced any losses from its bank accounts.

Girl Scout Service Units and Troops establish bank accounts under the Council's tax identification number. All funds are maintained for the benefit of the girls in the respective Service Units and Troops. These funds are not under the financial control of the Council and have not been included in the financial statements.

Investment Valuation and Income Recognition: Investments are initially recorded at cost, if purchased, or at fair value, if donated. Thereafter, investments are stated at fair value. See Note 3 for discussion of fair value measurements.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Investment return reported in the statements of activities consists of interest and dividend income and realized and unrealized capital gains and losses, net of external and direct internal investment expenses. Interest income is recorded on the accrual basis, and dividends are recorded on the ex-dividend date. Purchases and sales of investments are recorded on the trade date. Gains and losses on the sale of investments are determined using the specific-identification method.

Pledges and Grants Receivable: Unconditional pledges and grants receivable expected to be collected within one year are recorded at net realizable value. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

Pledges and grants receivable are reviewed for collectability and a provision for doubtful accounts is recorded based on management's judgment and analysis of the creditworthiness of the donors, historical experience, economic conditions, and other relevant factors. Management determined that no allowance was necessary at September 30, 2025 and 2024.

For the years ended September 30, 2025 and 2024, the Council had receivables outstanding from one donor totaling \$2,047,397 and \$4,900,000, which accounted for approximately 85% and 99% of total pledges and grant receivables, respectively.

Inventories: Girl Scout supplies and merchandise for resale are stated at the lower of cost or net realizable value on a first-in, first-out basis (FIFO). Inventory reserves totaled \$4,734 at September 30, 2025 and 2024.

Land, Buildings and Equipment: Expenditures for land, buildings and equipment and items in excess of \$5,000 which substantially increase the useful lives of existing assets are capitalized at cost or at fair value at the date of the gift. Repairs and maintenance costs are expensed as incurred. Depreciation has been computed using the straight-line method at rates designed to depreciate the costs of assets over their estimated useful lives as follows:

Buildings and improvements	10-40 years
Furniture, fixtures and equipment	3-10 years
Transportation equipment	5 years

Leasehold improvements and leased assets are depreciated over the shorter of the asset's useful life or the lease term.

The Council's land, buildings and equipment are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability is measured by comparison of the carrying amount to future net undiscounted cash flows expected to be generated by the related asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount exceeds the fair market value of the assets. No adjustments to the carrying amount of land, buildings and equipment were required in 2025 or 2024.

Leases: The Council determines if an arrangement is a lease at inception. The Council recognizes a lease asset for its right to use the underlying leased asset and a lease liability for the corresponding obligation to make lease payments. Right-of-use assets and lease liabilities are recognized at the commencement date based on the present value of lease payments over the lease term. The present value is calculated using the rate implicit in the lease. If the rate is not readily determinable from the lease, the Council estimates an applicable incremental borrowing rate. Operating lease expense is recognized on a straight-line basis over the lease term. The Council does not recognize an asset and liability for leases with a term of 12 months or less. The Council does not separate lease and non-lease components for all leases.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Beneficial Interest in Assets Held by Others: The Council maintains a quasi-endowment fund with a number of Community Foundations throughout the state. The original principal of the funds cannot be committed, granted or expended by the Community Foundations. Beneficial interest in assets held by others is reported at fair value in the statements of financial position. See Note 3 for discussion of fair value measurements. Beneficial interest in assets held by others is included in net assets without donor restrictions, and changes in value of the beneficial interest in trust is recognized in other revenues in the statements of activities.

Beneficial Interest in Perpetual Trust: The Council is the sole income beneficiary of a perpetual trust administered by an outside party. Under the terms of the trust, the Council has the irrevocable right to receive 100% of the income earned on the trust’s assets in perpetuity, but will never receive the assets held in the trust. The Council’s beneficial interest in perpetual trust is presented at fair value. See Note 3 for discussion of fair value measurements. Beneficial interest in perpetual trust is included in net assets with donor restrictions, and changes in value of the beneficial interest in perpetual trust is recognized in other revenues in the statements of activities.

Contributions and Grants are recognized as support when they are received or unconditionally promised. Grants and contracts are classified as contributions in instances in which a resource provider is not itself receiving commensurate value for the resources provided. Contributions are considered conditional when the agreement with the resource provider includes a barrier that must be overcome and either a right of return of assets transferred or right of release of a promisor’s obligation to transfer assets. Conditional contributions are not recognized as revenue until the conditions are substantially met. The Council had no outstanding conditional contributions as of September 30, 2025 and 2024.

Product and Retail Sales: Product sales are recognized when such products are transferred to Girl Scout Troops. Revenue is recorded net of gross receipts allocated to troops and product and related costs. Retail sales, consisting of the sale of uniforms, pins, badges and other supplies, are recognized at the time of sale and are recorded net of cost of goods sold and product discounts. Program product sales, including the sale of Girl Scout Cookies, account for a significant portion of the Council’s revenue. All Girl Scout Cookies are purchased from one vendor.

Product sales consisted of the following for the years ended September 30, 2025 and 2024:

2025	Fall Sales	Cookie Sales	Total
Product sales	\$ 571,205	\$12,131,928	\$12,703,133
Cost of sales	<u>(319,042)</u>	<u>(5,133,718)</u>	<u>(5,452,760)</u>
Product sales, net	<u>\$ 252,163</u>	<u>\$ 6,998,210</u>	<u>\$ 7,250,373</u>
2024			
Product sales	\$ 698,459	\$12,671,246	\$13,369,705
Cost of sales	<u>(413,571)</u>	<u>(4,937,384)</u>	<u>(5,350,955)</u>
Product sales, net	<u>\$ 284,888</u>	<u>\$ 7,733,862</u>	<u>\$ 8,018,750</u>

Program Service Fees are recognized when such program services are provided. Program fees received in advance are classified as deferred revenue. Deferred revenue as of September 30, 2025, 2024, and 2023 was \$48,784, \$40,265, and \$38,659, respectively.

Special Events Revenue is considered an unconditional contribution, except for the portion related to the direct benefit being provided to the donors that is considered an exchange transaction. The contribution portion of the revenue is recognized when received, and the exchange transaction portion of the revenue is recognized when the event occurs.

Advertising: The Council expenses advertising costs as incurred and totaled \$51,433 in 2025 and \$119,996 in 2024.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Functional and Allocated Expenses: The costs of providing program and other activities have been summarized on a functional basis in the statements of activities and functional expenses. Directly identifiable expenses are charged to the specific program or supporting service benefited. Expenses related to more than one function are allocated among program and support services based on occupied space (including interest, occupancy, and depreciation) or time spent by the Council’s staff (including salaries and benefits). General and administrative expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Council.

Income Taxes: The Council is exempt from income taxes on income from related activities under Section 501(c)(3) of the U.S. Internal Revenue Code and corresponding state tax law. Accordingly, no provision has been made for federal or state income taxes. Additionally, the Council is not considered to be a private foundation under Section 509(a) of the Internal Revenue Code.

The Council files U.S. federal and Indiana information returns. The Council is no longer subject to U.S. federal and state income tax examinations by tax authorities for fiscal years before 2022. Management believes that the Council’s income tax filing positions will be sustained on audit and does not anticipate any adjustments that will result in a material change.

Reclassifications: Certain amounts in the 2024 financial statements have been reclassified to conform to the presentation of the 2025 financial statements.

Subsequent Events: The Council has evaluated the financial statements for subsequent events occurring through February 11, 2026, the date the financial statements were available to be issued. See Note 15.

NOTE 2 - AVAILABLE RESOURCES AND LIQUIDITY

The following reflects the Council’s financial assets available for general expenditure that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date:

	2025	2024
Cash and equivalents	\$ 741,166	\$ 811,316
Cash restricted for long-term purposes	14,876	14,876
ERC receivable		90,050
Other receivables	11,027	
Pledges receivable, net	201,150	20,250
Grants receivable	2,218,397	4,910,000
Investments	20,759,363	23,311,391
Beneficial interest in assets held by others	142,918	136,481
Beneficial interest in perpetual trust	442,764	422,401
Total Financial Assets	<u>24,531,661</u>	<u>29,716,765</u>
Cash restricted for long-term purposes	(14,876)	(14,876)
Donor-imposed Restrictions or Not Available for Withdrawal:		
Grants receivable restricted by donors	(2,218,397)	(4,910,000)
Donor-restricted endowment funds	(10,289,851)	(10,256,231)
Beneficial interest in assets held by others	(142,918)	(136,481)
Beneficial interest in perpetual trust	<u>(442,764)</u>	<u>(422,401)</u>
Financial Assets Available to Meet General Expenditures Within One Year	<u>\$ 11,422,855</u>	<u>\$ 13,976,776</u>

NOTE 2 - AVAILABLE RESOURCES AND LIQUIDITY (CONTINUED)

The Council has certain donor-restricted assets limited to use which are available for general expenditures within one year in the normal course of operations. Accordingly, these assets have been included in the quantitative information above for financial assets to meet general expenditures within one year.

As part of the Council's liquidity management plan, the Council invests its financial assets to be available as its general expenditures, liabilities, and other obligations come due. Additionally, the Council maintains a \$2,000,000 line of credit which is available to meet unexpected liquidity needs. There was no outstanding balance on the line of credit as of September 30, 2025 and 2024.

NOTE 3 - FAIR VALUE MEASUREMENTS

The Council has categorized its assets and liabilities that are measured at fair value into a three-level fair value hierarchy. The hierarchy prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The three levels of the fair value hierarchy are described as follows:

Level 1 – Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Council has the ability to access.

Level 2 – Inputs to the valuation methodology may include: quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities in inactive markets; inputs other than quoted prices that are observable for the asset or liability; and/or inputs that are derived principally from or corroborated by observable market data by correlation or other means. If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement. In situations where there is little or no market activity for the asset or liability, the Council makes estimates and assumptions related to the pricing of the asset or liability including assumptions regarding risk.

Following is a description of the valuation methodologies used by the Council for assets that are measured at fair value on a recurring basis. There have been no changes in the methodologies used at September 30, 2025 and 2024.

Money Market Fund Shares: Valued at the closing price as reported by the funds. These funds are required to publish their daily net asset value (NAV) and to transact at that price. These funds are deemed to be actively traded.

Equity Mutual Funds: Valued at the daily closing price as reported by the funds. These funds are required to publish their daily net asset value (NAV) and to transact at that price. These funds are deemed to be actively traded.

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

Corporate Bonds and Municipal Bonds: Valued using pricing models maximizing the use of observable inputs for similar securities. This includes basing value on yields currently available on comparable securities of issuers with similar credit ratings. When quoted prices are not available for identical or similar bonds, those corporate bonds are valued under a discounted cash flow approach that maximizes observable inputs, such as current yields or similar instruments, but includes adjustments for certain risks that may not be observable, such as credit and liquidity risks.

NOTE 3 - FAIR VALUE MEASUREMENTS (CONTINUED)

Certificates of Deposit: Valued at fair value by discounting the related cash flows based on current yields of similar instruments with comparable durations considering the creditworthiness of the issuer.

Beneficial Interest in Assets Held by Others: Valued based on the Council's proportionate share of the fair value of the underlying investments in the Community Foundations' pooled investment portfolios as reported by the Community Foundations, without adjustment. The valuation methodology for the beneficial interest in assets held by others does not utilize any unobservable inputs.

Beneficial Interest in Perpetual Trust: Valued using the Council's proportionate share of the fair value of the assets in the trust, as provided by the trustee, unless there are facts and circumstances that indicate that the fair value of the beneficial interest differs from the fair value of the Council's proportionate share of the assets held by the trust, in which case the present value of the estimated future cash flows would be used. When the Council's proportionate share of the fair value of the assets in the trust is used to estimate fair value, these assets are not classified in the fair value hierarchy.

Following is a summary, by major nature and risks class within each level of the fair value hierarchy, of the Council's assets that are measured at fair value on a recurring basis as of September 30, 2025 and 2024:

	2025	Level 1	Level 2	Level 3	Total	Held at NAV
Assets						
Endowment Fund and Other Investments:						
Money market fund shares		\$ 4,469,668			\$ 4,469,668	
Equities and mutual funds		10,885,728			10,885,728	
Exchanged-traded funds		2,736,508			2,736,508	
Corporate bonds			\$1,884,362		1,884,362	
Municipal bonds			264,839		264,839	
Certificates of deposit			351,447		351,447	
Beneficial Interest in Assets Held by Others				\$142,918	142,918	
Beneficial Interest in Perpetual Trust						\$442,764
		<u> </u>	<u> </u>	<u> </u>	<u> </u>	
Total		<u>\$18,091,904</u>	<u>\$2,500,648</u>	<u>\$142,918</u>	<u>\$20,735,470</u>	<u>\$442,764</u>
2024						
Assets						
Endowment Fund and Other Investments:						
Money market fund shares		\$ 6,043,186			\$ 6,043,186	
Equities and mutual funds		11,489,256			11,489,256	
Exchanged-traded funds		2,751,465			2,751,465	
Corporate bonds			\$1,971,866		1,971,866	
Municipal bonds			363,606		363,606	
Certificates of deposit			692,012		692,012	
Beneficial Interest in Assets Held by Others				\$136,481	136,481	
Beneficial Interest in Perpetual Trust						\$422,401
		<u> </u>	<u> </u>	<u> </u>	<u> </u>	
Total		<u>\$20,283,907</u>	<u>\$3,027,484</u>	<u>\$136,481</u>	<u>\$23,447,872</u>	<u>\$422,401</u>

NOTE 4 - INVESTMENTS

The Council's investments at September 30, 2025 and 2024 are as follows:

	2025		2024	
	Cost	Fair Value	Cost	Fair Value
Deposit cash	\$ 166,811	\$ 166,811		
Money market funds	4,469,668	4,469,668	\$ 6,043,186	\$ 6,043,186
Equities and mutual funds	9,221,088	10,885,728	10,279,782	11,489,256
Exchange-traded funds	2,082,611	2,736,508	2,427,250	2,751,465
Corporate bonds	1,898,125	1,884,362	2,017,644	1,971,866
Municipal bonds	281,291	264,839	387,921	363,606
Certificates of deposit	355,000	351,447	710,000	692,012
Total Investments	<u>\$18,474,594</u>	<u>\$20,759,363</u>	<u>\$21,865,783</u>	<u>\$23,311,391</u>

Investment return is summarized as follows for the years ended September 30, 2025 and 2024:

	2025	2024
Interest and dividend income	\$ 636,425	\$ 726,401
Realized net gain on sales of investments	788,375	1,531,482
Total interest, dividends and realized gains	1,424,800	2,257,883
Brokerage fees	(125,638)	(109,502)
Investment income, net	1,299,162	2,148,381
Unrealized net gain on investments	818,798	1,141,821
Total Investment Return	<u>\$2,117,960</u>	<u>\$3,290,202</u>

Investments are exposed to various risks, such as interest rate, market and credit risks. Due to the level of risk associated with certain investments, it is at least reasonably possible that changes in the values of investments will occur in the near term and that such changes could materially affect the amounts reported in the financial statements.

The Council does not intend to sell, and more likely than not will not be required to sell, any securities in an unrealized loss position before recovery of the amortized cost basis. None of the contractual terms of the debt securities allow for the settlement at a price less than the amortized cost bases of the investments. Additionally, U.S. government securities are not impacted by changes in credit quality given the explicit or implicit guarantees provided by the U.S. government. Municipal bonds were primarily impacted by changes in the relationship between municipal and term funding credit curves rather than by changes in credit quality. While unrealized losses on corporate bonds and certificates of deposit were partially caused by changes in credit quality, the Council does not expect these investments to be settled at prices less than amortized cost. In addition, issuer defaults on certificates of deposit are covered by FDIC insurance up to \$250,000 per issuer.

NOTE 5 - ENDOWMENT FUND

The Council's endowment funds provide a source of income for operations and scholarships to program participants, as well as creating sustainability for the Council. The Council's endowment consists of seven individual funds and includes both donor-restricted endowment funds and funds designed by the Board of Directors to function as endowments. Additionally, the endowment includes a beneficial interest in a perpetual trust, which is not subject to the Indiana Uniform Prudent Management of Institutional Funds Act (UPMIFA). In 2020, the Council received a financial sustainability grant from the Lilly Endowment, Inc. The grant included donor-restricted funds designated for an endowment, which were pooled with other donor-restricted funds held for endowment by the Council.

NOTE 5 - ENDOWMENT FUND (CONTINUED)

The Council also holds endowments through Community Foundations. The principal amounts will remain permanently with the Community Foundation, with investment income earned on the investments to be paid back to the Council. Future donations made to the Community Foundation will continue to remain permanently with the Community Foundation, with income earned on those donations to be paid to the Council as described above.

Interpretation of Relevant Law

The Council is subject to UPMIFA and, thus, classifies amounts in its donor-restricted endowment funds as net assets with donor restrictions, because those assets are time restricted until the Board of Directors appropriates such amounts for expenditure. The Board of Directors has interpreted UPMIFA as not requiring the maintenance of purchasing power of the original gift amount contributed to an endowment fund unless a donor stipulates the contrary. The Council considers a fund to be underwater if the fair value of the fund is less than the sum of (a) the original value of initial and subsequent gift amounts donated to the fund and (b) any accumulations to the fund that are required to be maintained in perpetuity in accordance with the direction of the applicable donor gift instrument. The Council has interpreted UPMIFA to permit spending from underwater funds in accordance with the prudent measures required under the law. However, the majority of the endowment is subject to additional restrictions provided by the donor related to spending from underwater funds. Additionally, the Council considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the fund
- The purposes of the donor-restricted endowment fund
- General economic conditions
- The possible effect of inflation and deflation
- The expected total return from income and the appreciation of investments
- Other resources of the Council
- The investment policies of the Council

As of September 30, 2025, the Council had the following endowment net asset composition by type of fund:

	Without Donor Restrictions	With Donor Restrictions	Total
Donor-restricted endowment funds		\$ 7,256,347	\$ 7,256,347
Accumulated investment gains		3,033,504	3,033,504
Beneficial interest in perpetual trust		442,764	442,764
Board designated funds held by Community Foundations	<u>\$142,918</u>	<u> </u>	<u>142,918</u>
Total Endowment Funds	<u>\$142,918</u>	<u>\$10,732,615</u>	<u>\$10,875,533</u>

As of September 30, 2024, the Council had the following endowment net asset composition by type of fund:

	Without Donor Restriction	With Donor Restrictions	Total
Donor-restricted endowment funds		\$ 7,256,347	\$ 7,256,347
Accumulated investment gains		3,000,184	3,000,184
Beneficial interest in perpetual trust		422,401	422,401
Board designated funds held by Community Foundations	<u>\$136,481</u>	<u> </u>	<u>136,481</u>
Total Endowment Funds	<u>\$136,481</u>	<u>\$10,678,932</u>	<u>\$10,815,413</u>

NOTE 5 - ENDOWMENT FUND (CONTINUED)

Changes in endowment by net asset class are as follows for the years ended September 30, 2025 and 2024:

	Without Donor Restrictions	With Donor Restrictions	Total
Balance at September 30, 2023	\$121,028	\$ 9,119,391	\$ 9,240,419
Net investment return	21,274	1,865,505	1,886,779
Change in value of beneficial trust		59,095	59,095
Appropriation of endowment assets for expenditure	<u>(5,821)</u>	<u>(365,059)</u>	<u>(370,880)</u>
Balance at September 30, 2024	136,481	10,678,932	10,815,413
Net investment return	12,507	1,222,882	1,235,389
Change in value of beneficial trust		20,363	20,363
Appropriation of endowment assets for expenditure	<u>(6,070)</u>	<u>(1,189,562)</u>	<u>(1,195,632)</u>
Balance at September 30, 2025	<u>\$142,918</u>	<u>\$10,732,615</u>	<u>\$10,875,533</u>

Underwater Endowment Funds

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the original value of gifts donated to the donor-restricted endowment or the level that the donors otherwise require the Council to retain as a fund of perpetual duration. There were no underwater endowment funds at September 30, 2025 and 2024.

Return Objectives and Risk Parameters

The Council has adopted investment and spending policies for endowment assets that attempt to preserve the capital, maximize the return within reasonable and prudent levels of risk, and provide a return to the restricted funds. Endowment assets are comprised of the assets of donor-restricted funds that the Council must hold in perpetuity. Under this policy, the endowment assets are invested in a manner that is intended to produce results that exceed the price and yield a return while assuming a moderate level of investment risk. Actual returns in any given year may vary from this amount.

Strategies Employed for Achieving Objectives

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 long-term growth and a reasonable return.

Spending Policy and How the Investment Objectives Relate to Spending Policy

The endowments held at various Community Foundations have adopted a spending policy based on the guidance of the Community Foundations. On average, the Community Foundations set a suggested spending policy of 5% of the fund balance. This policy is subject to change based on market and other factors.

NOTE 5 - ENDOWMENT FUND (CONTINUED)

The spending policy of the donor-restricted Lilly Endowment funds is governed by the grant agreement which provided the funds. Whenever the balance of the endowment fund is equal to or less than the original gift value, the maximum spending from the endowment fund for the Council's next fiscal year is 2% of the endowment fund balance. This maximum spending limit continues until the endowment fund balance exceeds the original gift value. Whenever the endowment fund balance is greater than the original gift value, the Council may spend any percentage or amount of the endowment fund as is consistent with its spending policy. In August 2021, the Council adopted a spending policy of appropriating for distribution each year 4% of its endowment assets' average fair value over the prior 12 quarters through the fiscal year-end preceding the fiscal year in which the distribution is planned. This policy is consistent with the Council's objective to maintain the purchasing power of the endowment assets held in perpetuity as well as to provide appropriate amounts to achieve the growth and sustainability goals of the Council. In 2025, the Council approved a one-time expenditure of \$826,848 for expenses related to the withdrawal from the Retirement Plan of GSUSA. See Note 9. These funds continue to be governed by the grant agreement with Lilly Endowment. At no time will the Council violate that grant agreement.

NOTE 6 - LAND, BUILDINGS AND EQUIPMENT

At September 30, 2025 and 2024, land, buildings and equipment consisted of the following:

	2025	2024
Land	\$ 463,950	\$ 463,950
Buildings and improvements	16,918,204	16,694,354
Transportation vehicles	399,201	333,918
Furniture, fixtures and equipment	2,393,222	2,235,450
Leasehold improvements		56,679
	<u>20,174,577</u>	<u>19,784,351</u>
Less: Accumulated depreciation	<u>(10,793,759)</u>	<u>(10,079,915)</u>
Land, Buildings, and Equipment, net	<u>\$ 9,380,818</u>	<u>\$ 9,704,436</u>

NOTE 7 - DEBT AND CREDIT ARRANGEMENTS

Long-term debt consisted of the following at September 30, 2025 and 2024:

	2025	2024
Series 2015A bond payable with monthly payments of \$16,979, including interest at a fixed interest rate of 3.10%, secured by real estate and maturing November 2027.	\$ 415,051	\$ 602,766
Series 2015B bond payable with interest-only monthly payments at a variable rate of .11448% plus the 1-month SOFR rate plus a 2.5% spread (6.92% at September 30, 2025) with principal payments beginning on December 1, 2027, secured by real estate and maturing November 2042.	1,749,926	1,749,926
Mortgage payable in monthly payments of \$6,609, including interest at 5.40% at September 30, 2025, secured by real estate and maturing August 2025. The mortgage was paid in full during 2025.		68,419
Auto loan payable in monthly payments of \$676, including interest at 6.79% at September 30, 2025, secured by the automobile and maturing January 2025. The auto loan was paid in full during 2025.		1,306

NOTE 7 - DEBT AND CREDIT ARRANGEMENTS (CONTINUED)

	2025	2024
Auto loan payable in monthly payments of \$522, including interest at 7.74% at September 30, 2025, secured by the automobile and maturing January 2026.	\$ 1,461	\$ 7,210
Auto loan payable in monthly payments of \$649, including interest at 3.90% at September 30, 2025, secured by the automobile and maturing November 2029.	<u>29,362</u>	<u>2,429,627</u>
	2,195,800	2,429,627
Less: Bond issuance cost, net of accumulated amortization	<u>(8,331)</u>	<u>(17,419)</u>
Total Long-term Debt, net	<u>\$2,187,469</u>	<u>\$2,412,208</u>

On November 18, 2015, the Indiana Financial Authority (IFA) issued Education Facilities Revenue Bonds, Series 2015A and series 2015B, totaling \$3,500,000 to the Council to fund the construction of the Leadership and Adult Learning Center at Camp Dellwood. The bonds are a direct purchase by a financial institution and do not require a letter of credit. The bond issuances are subject to certain covenants, primarily financial coverage ratios, which the Council has reported compliance.

At September 30, 2025, estimated future principal payments of long-term debt in each of the next five years were as follows:

Payable In Fiscal Year Ending September 30,	Principal Payments
2026	\$201,810
2027	206,709
2028	126,293
2029	124,267
2030	117,351

In September 2020, the Council entered into a bank line of credit agreement which provides for borrowings up to a maximum aggregate amount of \$2,000,000, with interest computed at the *Wall Street Journal's* prime lending rate plus 0.5% (7.75% at September 30, 2025). There were no borrowings outstanding as of September 30, 2025 and 2024. Borrowings under the line of credit are collateralized by substantially all of the Council's assets and are payable on demand.

NOTE 8 - LEASES

The Council leases office equipment under noncancelable finance leases that expire at various dates through October 2030.

At September 30, 2025 and 2024, total right-of-use assets and lease liabilities, including classification in the balance sheet, were as follows:

	2025	2024
Lease Right-of-Use Assets:		
Finance lease right-of-use assets - land, buildings, and equipment, net	<u>\$134,708</u>	<u>\$10,945</u>
Total Lease Right-of-Use Assets	<u>\$134,708</u>	<u>\$10,945</u>

NOTE 8 - LEASES (CONTINUED)

	2025	2024
Lease Liabilities:		
Finance lease liabilities	<u>\$135,924</u>	<u>\$11,620</u>
Total Lease Liabilities	<u>\$135,924</u>	<u>\$11,620</u>

Total lease cost for 2025 and 2024 was as follows:

	2025	2024
Finance lease cost:		
Amortization of right-of-use assets	\$13,417	\$10,104
Interest on lease liabilities	<u>543</u>	<u>561</u>
Total Lease Cost	<u>\$13,960</u>	<u>\$10,665</u>

The following summarizes the weighted-average remaining lease term and weighted-average discount rate at September 30, 2025 and 2024:

	2025	2024
Weighted-average remaining lease term:		
Finance leases	5.14 years	1 year
Weighted-average discount rate:		
Finance leases	4.00%	3.25%

The future minimum lease payments under noncancelable finance leases with terms greater than one year were as follows at September 30, 2025:

Payable In Fiscal Year Ending September 30,	Finance Leases
2026	\$ 29,443
2027	29,653
2028	29,653
2029	29,653
2030	27,333
Thereafter	<u>4,845</u>
Total future undiscounted lease payments	150,580
Less: Interest	<u>(14,656)</u>
Total Lease Liabilities	<u>\$135,924</u>

NOTE 8 - LEASES (CONTINUED)

Additionally, as a lessor, the Council rents certain facilities to other parties under non-cancelable operating leases that expire at various dates through July 2026. The Council accounts for lease and non-lease components within a contract as a single lease component. In December 2023, one of the facility leases expired and was not renewed. At September 30, 2025, future minimum rental payments due to the Council under the one remaining noncancellable operating lease agreement was as follows:

Receivable In Fiscal Year Ending September 30,	Rental Payments
2026	<u>\$12,000</u>
	<u>\$12,000</u>

Total rental revenue recognized under these leases totaled \$12,000 and \$20,945 in 2025 and 2024, respectively.

NOTE 9 - PENSION PLAN

The Council previously participated in the Retirement Plan of the GSUSA, a noncontributory defined benefit multi-employer pension plan (Plan) sponsored by GSUSA. The risks of participating in this multi-employer plan are different from single-employer plans in the following respects:

- a) Assets contributed to the Plan by one employer may be used to provide benefits to employees of other participating employers.
- b) If a participating employer stops contributing to the Plan, the unfunded obligations of the plan may be borne by the remaining participating employers.
- c) If the Council chooses to stop participating in the Plan, the Council may be required to pay those plans an amount based on the Council’s proportionate share of unfunded vested plan benefits, referred to as a withdrawal liability.

The National Board of GSUSA 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. Effective July 15, 2025, the Council and GSUSA executed a Letter Agreement under which GSUSA consented to the Council’s termination of participation in the Plan. In July 2025, the Council made a withdrawal liability payment totaling \$748,972 in connection with the termination and has no further benefit obligation to the Plan.

The Council’s participation in the Plan, prior to withdrawal, is outlined in the table below. “EIN/Pension Plan Number” provides the Employee Identification Number (EIN) and the three-digit plan number. “FIP/RP Status” indicates plans for which a financial improvement plan (FIP) or a rehabilitation plan (RP) is either pending or has been implemented. Prior to the Council’s withdrawal from the Plan, there were no significant changes that affect the comparability of 2025 contributions.

Pension Fund	Retirement Plan of the Girl Scouts of the USA
EIN/Pension Plan Number	13-1624016
Council Contributions	
Year ended 9/30/2025	\$467,980
Year ended 9/30/2024	\$475,476
Year of Most Recent Form 5500 Filing	12/31/2024
FIP/RP Status	N/A
Surcharge Imposed	No
Council Contributed more than 5% of Total Contributions	No

NOTE 10 - RETIREMENT PLAN

The Council maintains a 403(b) thrift plan that matches 3% of contributions made by employees. In addition, the Council makes contributions of 2% and 4% based on years of service. The Council contributed \$237,690 and \$184,303 to the plan for the years ended September 30, 2025 and 2024, respectively.

NOTE 11 - EMPLOYEE SELF-INSURANCE PROGRAM

The Council has adopted a partially self-funded insurance plan for employee medical and prescription drug insurance. Expenses are recorded as incurred. Insurance policies in force at September 30, 2025 and 2024 limit the Council's maximum claims cost to approximately \$1,000,000 and the maximum claim liability per covered individual to \$60,000. Actual claims costs were \$576,770 and \$1,205,703 for the years ended September 30, 2025 and 2024, respectively. The Council's portion of the predetermined funding provision is charged to expense each month. At September 30, 2025 and 2024, the accrued liability related to these self-insured plans was \$422 and \$116,848, respectively.

NOTE 12 - NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are restricted for the following purposes or periods:

	2025	2024
Subject to expenditure for specified purposes:		
Membership outreach	\$ 9,000	
Scholarships	99,321	\$ 90,721
Capital improvements	239,876	44,876
Other		18,000
Program support	<u>3,868,927</u>	<u>8,049,853</u>
Total Subject to Expenditure for Specified Purposes	<u>4,217,124</u>	<u>8,203,450</u>
Subject to the endowment's spending policy and appropriation	<u>\$10,289,851</u>	<u>\$10,256,531</u>
Illiquid assets not subject to the Council's spending policy or appropriation:		
Land	240,000	240,000
Beneficial interest in perpetual trust	<u>442,764</u>	<u>422,401</u>
	<u>682,764</u>	<u>662,401</u>
Total Net Assets with Donor Restrictions	<u>\$15,189,739</u>	<u>\$19,122,382</u>

Net assets released from donor restrictions are as follows:

	2025	2024
Subject to Expenditures for specified purposes:		
Membership outreach	\$ 40,935	
Scholarships		\$ 4,000
Capital campaign		25,000
Capital improvements	75,744	
Program support	5,857,350	4,669,931
Development capacity and energy-savings systems		<u>2,000</u>
Total Net Assets Released from Donor Restrictions	<u>\$5,974,029</u>	<u>\$4,700,931</u>

NOTE 13 - RELATED PARTY TRANSACTIONS

The Council is chartered by GSUSA to use the name, marks and programs of the national organization. The Council collected and subsidized annual dues on behalf of GSUSA totaling \$582,593 and \$425,165 for the years ending September 30, 2025 and 2024, respectively, and passed through the amounts to GSUSA. In addition, the Council purchased uniforms, IT software and licenses and other sales items from GSUSA totaling \$262,643 and \$375,698 for the years ending September 30, 2025 and 2024, respectively. The Council also paid \$79,120 in pension withdrawal analysis fees to GSUSA for the year ended September 30, 2025. See Note 9.

The Council recognized contributions from its Board of Directors of \$18,830 and \$22,070 for the years ended September 30, 2025 and 2024, respectively.

GSUSA serves as the grant manager for the funds received for the Coalition. The Council has an outstanding receivable of \$2,047,397 and \$4,900,000 as of September 2025 and 2024, respectively, from GSUSA relating to this grant.

NOTE 14 - EMPLOYEE RETENTION CREDITS

The Consolidated Appropriations Act, 2021 (CAA) eliminated the restriction that prevented Paycheck Protection Program (PPP) loan borrowers from claiming the Employee Retention Credit (ERC), which was made available under the CARES Act, and allowed for the ERC to be claimed retroactively by eligible employers. The ERC under the CARES Act is a fully refundable tax credit for eligible employers equal to 50% of qualified wages up to \$10,000 paid to each retained employee between March 13 and December 31, 2020. The CAA and American Rescue Plan Act of 2021 extended the availability of the ERC through December 31, 2021, allowing for a fully refundable tax credit for eligible employers equal to 70% of qualified wages up to \$10,000 paid to each retained employee per quarter during 2021. In fiscal year 2021, the Council claimed a retroactive credit of \$520,741 relating to calendar year 2020 and a retroactive credit of \$514,943 relating to calendar year 2021. Management treated these credits as contributions and determined that conditions related to the credits were substantially met during the year ended September 30, 2021. Therefore, the Council recorded contributions in fiscal year 2021 for the amount of the credits. Payments totaling \$90,050 and \$945,634 were received as of September 30, 2025 and 2024, respectively. No additional amounts are due to the Council as of September 30, 2025.

NOTE 15 - SUBSEQUENT EVENTS

Effective February 10, 2026, the Council sold the Camp Ada property for \$1,600,000.

SUPPLEMENTARY INFORMATION

GIRL SCOUTS OF CENTRAL INDIANA, INC.

**SCHEDULE OF ACTIVITIES BY FUND
Year Ended September 30, 2025**

	OPERATING & ENDOWMENT FUND			GIRL COALITION OF INDIANA FUND			STRATEGIC INITIATIVES FUND			INTERFUND TRANSFERS	
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total		Total
REVENUES AND OTHER SUPPORT											
Public support:											
Contributions and grants	\$ 1,453,705	\$ 798,141	\$ 2,251,846							\$ (1,004,661)	\$ 1,247,185
United Way allocations	161,319		161,319								161,319
	<u>1,615,024</u>	<u>798,141</u>	<u>2,413,165</u>							<u>(1,004,661)</u>	<u>1,408,504</u>
Product sales	12,703,133		12,703,133								12,703,133
Less: Cost of sales	(5,452,760)		(5,452,760)								(5,452,760)
	<u>7,250,373</u>		<u>7,250,373</u>								<u>7,250,373</u>
Other revenues:											
Retail sales, net	159,028		159,028								159,028
Program service fees	711,902		711,902								711,902
Special events, net	91,154		91,154								91,154
Investment return	895,078	1,222,882	2,117,960								2,117,960
Change in value of beneficial interest in assets held by others	50,117		50,117								50,117
Change in value of beneficial interest in perpetual trust		20,363	20,363								20,363
Other revenue	364,244		364,244								364,244
	<u>11,136,920</u>	<u>2,041,386</u>	<u>13,178,306</u>							<u>(1,004,661)</u>	<u>12,173,645</u>
Net assets released from restrictions	1,683,703	(1,683,703)		\$ 4,290,326	\$ (4,290,326)						
Total Revenues and Other Support	<u>12,820,623</u>	<u>357,683</u>	<u>13,178,306</u>	<u>4,290,326</u>	<u>(4,290,326)</u>					<u>(1,004,661)</u>	<u>12,173,645</u>
EXPENSES											
Salaries and benefits	7,499,164		7,499,164	1,530,473		\$ 1,530,473	\$ 3,775	\$ 3,775		(342,811)	8,690,601
Pension plan withdrawal fee	748,972		748,972								748,972
Professional fees and services	480,574		480,574	775,176		775,176	104,415	104,415			1,360,165
Supplies, awards, grants and assistance	1,940,184		1,940,184	1,784,605		1,784,605	74,569	74,569		(636,850)	3,162,508
Telecommunications and publications	538,425		538,425	24,473		24,473	14,047	14,047			576,945
Occupancy	552,027		552,027	7,217		7,217	51,263	51,263			610,507
Equipment expense	303,593		303,593	25,779		25,779	127	127			329,499
Travel and meetings	523,937		523,937	139,659		139,659	18,996	18,996		(25,000)	657,592
Depreciation	882,451		882,451								882,451
Interest expense	159,277		159,277								159,277
Insurance	290,170		290,170								290,170
Other	217,017		217,017	2,051		2,051	965	965			220,033
Total Expenses	<u>14,135,791</u>		<u>14,135,791</u>	<u>4,289,433</u>		<u>4,289,433</u>	<u>268,157</u>	<u>268,157</u>		<u>(1,004,661)</u>	<u>17,688,720</u>
CHANGE IN NET ASSETS	<u>(1,315,168)</u>	<u>357,683</u>	<u>(957,485)</u>	<u>893</u>	<u>(4,290,326)</u>	<u>(4,289,433)</u>	<u>(268,157)</u>	<u>(268,157)</u>			<u>(5,515,075)</u>
NET ASSETS											
Beginning of Year	15,535,362	11,386,917	26,922,279	(147,238)	7,735,465	7,588,227	1,841,155	1,841,155			36,351,661
End of Year	<u>\$ 14,220,194</u>	<u>\$ 11,744,600</u>	<u>\$ 25,964,794</u>	<u>\$ (146,345)</u>	<u>\$ 3,445,139</u>	<u>\$ 3,298,794</u>	<u>\$ 1,572,998</u>	<u>\$ -</u>	<u>\$ 1,572,998</u>	<u>\$ -</u>	<u>\$ 30,836,586</u>

GIRL SCOUTS OF CENTRAL INDIANA, INC.

SCHEDULE OF ACTIVITIES BY FUND
Year Ended September 30, 2024

	OPERATING & ENDOWMENT FUND			GIRL COALITION OF INDIANA FUND			STRATEGIC INITIATIVES FUND			INTERFUND TRANSFERS	
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total		Total
REVENUES AND OTHER SUPPORT											
Public support:											
Contributions and grants	\$ 981,142	\$ 365,788	\$ 1,346,930							\$ (586,868)	\$ 760,062
United Way allocations	137,008		137,008								137,008
	<u>1,118,150</u>	<u>365,788</u>	<u>1,483,938</u>							<u>(586,868)</u>	<u>897,070</u>
Product sales	13,369,705		13,369,705								13,369,705
Less: Cost of sales	<u>(5,350,955)</u>		<u>(5,350,955)</u>								<u>(5,350,955)</u>
	<u>8,018,750</u>		<u>8,018,750</u>								<u>8,018,750</u>
Other revenues:											
Retail sales, net	200,873		200,873								200,873
Program service fees	818,806		818,806								818,806
Special events, net	189,030		189,030								189,030
Investment return	1,424,697	1,865,505	3,290,202								3,290,202
Change in value of beneficial interest in assets held by others	96,452		96,452								96,452
Change in value of beneficial interest in perpetual trust		59,095	59,095								59,095
Other revenue	624,899		624,899								624,899
	<u>12,491,657</u>	<u>2,290,388</u>	<u>14,782,045</u>							<u>(586,868)</u>	<u>14,195,177</u>
Net assets released from restrictions	525,431	(525,431)		\$ 4,175,500	\$ (4,175,500)						
Total Revenues and Other Support	<u>13,017,088</u>	<u>1,764,957</u>	<u>14,782,045</u>	<u>4,175,500</u>	<u>(4,175,500)</u>					<u>(586,868)</u>	<u>14,195,177</u>
EXPENSES											
Salaries and benefits	7,397,127		7,397,127	1,486,769		\$ 1,486,769	\$ 387	\$ 387			8,884,283
Professional fees and services	342,673		342,673	1,121,177		1,121,177	162,254	162,254			1,626,104
Supplies, awards, grants and assistance	2,021,153		2,021,153	1,392,188		1,392,188	46,623	46,623	(586,868)		2,873,096
Telecommunications and publications	496,382		496,382	56,066		56,066	60,902	60,902			613,350
Occupancy	551,053		551,053	60,125		60,125	66,184	66,184			677,362
Equipment expense	295,578		295,578	45,787		45,787	835	835			342,200
Travel and meetings	528,090		528,090	159,346		159,346	26,307	26,307			713,743
Depreciation	861,320		861,320								861,320
Interest expense	167,583		167,583								167,583
Insurance	230,501		230,501								230,501
Other	262,935		262,935	1,280		1,280	2,274	2,274			266,489
Total Expenses	<u>13,154,395</u>		<u>13,154,395</u>	<u>4,322,738</u>		<u>4,322,738</u>	<u>365,766</u>	<u>365,766</u>	<u>(586,868)</u>		<u>17,256,031</u>
CHANGE IN NET ASSETS	<u>(137,307)</u>	<u>1,764,957</u>	<u>1,627,650</u>	<u>(147,238)</u>	<u>(4,175,500)</u>	<u>(4,322,738)</u>	<u>(365,766)</u>	<u>(365,766)</u>			<u>(3,060,854)</u>
NET ASSETS											
Beginning of Year	<u>15,672,669</u>	<u>9,621,960</u>	<u>25,294,629</u>		<u>11,910,965</u>	<u>11,910,965</u>	<u>2,206,921</u>	<u>2,206,921</u>			<u>39,412,515</u>
End of Year	<u>\$ 15,535,362</u>	<u>\$ 11,386,917</u>	<u>\$ 26,922,279</u>	<u>\$ (147,238)</u>	<u>\$ 7,735,465</u>	<u>\$ 7,588,227</u>	<u>\$ 1,841,155</u>	<u>\$ -</u>	<u>\$ 1,841,155</u>	<u>\$ -</u>	<u>\$ 36,351,661</u>