

# Treasurer's Report for 2020

## Annual Meeting 2021

February 6, 2021

# Agenda

**Impact of COVID-19**

**Where do our funds come from**

**Where does the money go**

**What do we provide in support**

**Financial focus going forward**



# Impact of COVID-19



	2020	2019	% Variance
<b>Total Revenue Budget</b>	<b>17,890,579</b>	<b>21,942,480</b>	<b>-18%</b>
Actual Cookie Program Revenue	17,082,655	16,787,780	2%
<b>Total Actual Revenue</b>	<b>19,378,330</b>	<b>21,618,322</b>	<b>-10%</b>
<b>Total Expense Budget</b>	<b>17,017,381</b>	<b>21,853,993</b>	<b>-22%</b>
Actual Personnel Expense	10,664,361	12,031,145	-11%
<b>Total Actual Expenses</b>	<b>19,363,544</b>	<b>22,987,122</b>	<b>-16%</b>



## How Did We Do? (at 9/30/20)

Total Net Operating Revenue	\$19,378,330
Total Expenses	<u>(19,363,544)</u>

<b>Net Operating Income/(Loss)</b>	<b>\$14,786</b>
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# Where Do Our Funds Come From?



	<b>2020 Actual</b>	<b>% of Budget</b>	<b>2020 Budget</b>	<b>% of Total</b>
Product Sales (net COGS)	\$ 17,082,655	101%	\$ 16,913,266	77%
Programming Fees	114,552	6%	1,925,090	9%
Public Support	1,559,885	77%	2,031,607	9%
Retail (net COGS)	374,334	59%	629,507	3%
Investment Income	8,443	27%	31,252	0%
Other Income	238,461	58%	411,758	2%

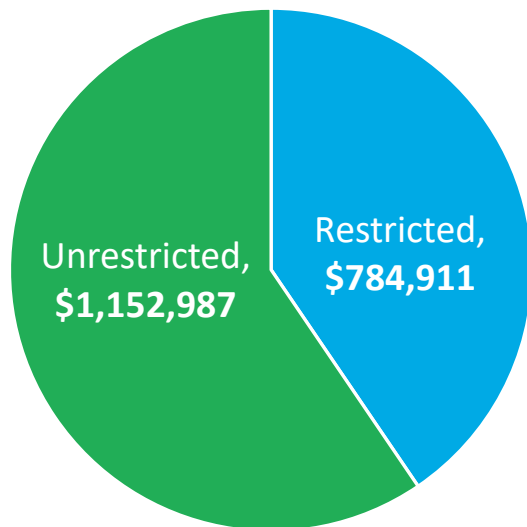
<b>Total Revenues</b>	<b>\$ 19,378,330</b>	<b>88%</b>	<b>\$ 21,942,480</b>	<b>100%</b>
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# FY 2020 Donor Metrics



**Total Dollars Raised \$1,937,898**  
through **2925 Gifts**



41% of all donations were restricted. Restricted gifts are defined as gifts with a defined purpose or time release as set by the donor. In FY20, donors restricted gifts to specific programs, operations, or regions. Examples include funding for Girl Scouts Beyond Bars, FA for Pierce County, event sponsorship, and maintenance needs at Camp Robbinswold.



**Donors Supported the Following with a Restricted Gift**

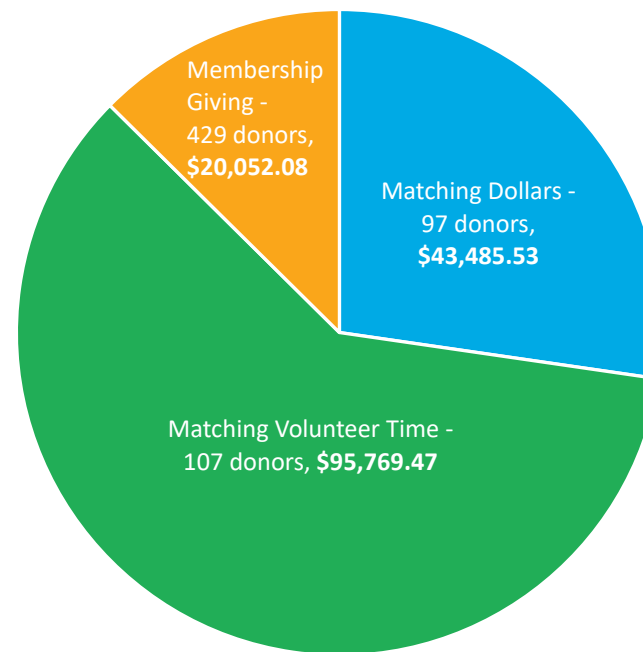
Camp Specific Supplies
Camp Specific Projects
Financial Assistance
Girl Programs
Information Technology

# FY 2020 Donor Metrics

## Breakdowns of our 1720 Donors who gave \$1,937,898

Type of Donor	Number of Donors
Individuals	1585
Corporations and Employee Giving	97
Foundations and Grantmakers	15
United Way	8
Family Foundation	6
Troops	3
Corporate Foundation	3
Government	3

## Creative ways to support GSWW



Microsoft accounts for 80+% of Matching Dollars



# Where Does the Money Go?

	2020 Actual	2020 Budget
Girl Programming	\$16,041,108	\$18,505,309
Management & General	2,133,258	2,231,638
Fundraising	1,189,178	1,117,046
<b>Total</b>	<b>\$19,363,544</b>	<b>\$21,853,993</b>

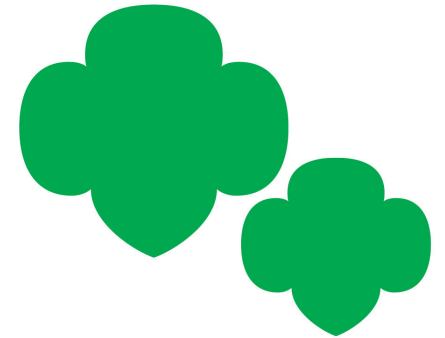




# 2020 Capital Projects

**Capital expenditures = \$57,513**

- **Robbinswold**
  - Biffy Repair, C. Ledge, E. Forest septic issue
- **Lyle McLeod**
  - Lodge Storage Room Addition
- **Other GSWW Capital Projects**
  - COVID-19 Office Restructure (multiple)
  - Drainage - Monroe
  - Office Relocation - Bellevue



# What Do We Provide in Support?



## Financial Assistance

	2020 Actual	2020 Budget	% of Budget
Fees Waived	205,603	1,925,090	11%
Fees Paid	114,552	506,350	23%
<b>Total</b>	<b>\$320,155</b>	<b>\$2,431,440</b>	<b>13%</b>



# Consistent Expense Ratio



## Expense Ratios

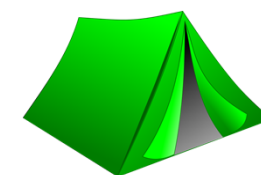
	2020 Actuals	2020 Budget	% Variance
Girl Programming	83%	85%	-2%
Management & General	11%	10%	8%
Fundraising	6%	5%	23%
<b>Total Overhead</b>	<b>17%</b>	<b>15%</b>	<b>13%</b>



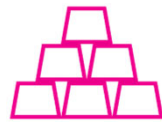
# What Does Our Council Own? (at 9/30/20)



	<b>At 9/30/2020</b>	
Camps, Building & Equipment	\$	12,118,000
Investments		6,364,000
Cash and Equivalents		1,781,000
Council Retail Inventory		463,000
<b>Total</b>	<b>\$</b>	<b>20,726,000</b>



# Focus Going Forward



STABILITY



RELEVANCY



VISIBILITY





Thank you