

CODE	DESCRIPTION	REVENUE	EXPENSE
Administrative		\$559,015	\$3,039,024
142 – Business Services	To provide business services and systems that support both our internal (staff and management) and external (volunteers and girls) customers through a council-wide, integrated business services plan. The council’s retail stores are managed in this Action Step.	\$281,695	\$1,357,214
144 – Corporate Management and Governance	To provide corporate management systems and fulfill corporate responsibilities and to provide support to the board of directors. The primary source of revenue for this Action Step are the council’s investments.	\$253,200	\$817,560
341 – Property Management (Administrative Offices)	To manage council properties and related assets to meet the administrative needs of the council and to ensure compliance with health and safety standards.	\$24,120	\$628,448
342 – Staff Human Resources & Development	To manage staff human resources and development to provide a qualified staff.	\$0	\$235,802
Fund Development		\$1,759,395	\$600,374
243 – Fund Development	To raise \$1,759,395 through diversified funding sources by September 30, 2016 - \$366,500 in contributions, \$402,250 in grants, \$856,665 from United Ways and \$133,980 from Special Events.	\$1,759,395	\$600,374
Research & Development		\$0	\$111,943
311 – Evaluation & Research	To ensure that the program effectiveness measurement plan is implemented through a representative sampling of Girl Scout troops/groups through September 30, 2016.	\$0	\$111,943
Program Service Delivery		\$9,621,730	\$3,129,224
312 – Support to Troops	To provide program resources to support progressive Girl Scout leadership experiences through all Girl Scout pathways.	\$0	\$184,089
313 – Beyond the Troop	To promote program opportunities for all Girl Scouts that will enable girls to grow toward council goals. Event revenue excludes summer activities.	\$157,368	\$506,387
314 – Summer Outdoor Program Activities	To provide progressive Girl Scout leadership experiences through the camp pathway that will enable girls to grow toward the council goals – resident camp, TAC camp, council and service unit managed day camps.	\$403,251	\$598,369
316 – Product Sales	To implement an integrated product sales plan (Fall & Cookie Sales) to meet council net revenue goals in order to carry out the Girl Scout leadership experience. Revenue figures of \$8,983,947 represents a net figure derived from gross sales of \$15,190,614; less cost of product - \$3,812,387; less troop and service unit proceeds of \$2,394,280.	\$8,983,947	\$940,956

CODE	DESCRIPTION	REVENUE	EXPENSE
341 – Property Management (Camp Properties)	To manage council properties and related assets to meet the program needs of the council and to ensure compliance with health and safety standards.	\$77,164	\$899,423
Recruitment & Registration of Girls		\$0	\$2,587,043
315 – Direct Service to Girls	To provide progressive Girl Scout leadership experience through the series pathway to ensure 9,386 girls have access to the Girl Scout program in communities where barriers to participation exist.	\$0	\$977,836
321 – Recruitment of Girls	To extend Girl Scout membership to 12,053 new girls through volunteer-led pathways, leveraging the full Girl Scout portfolio.	\$0	\$851,954
322 – Retention of Girls	To develop and implement a comprehensive retention plan, resulting in 23,561 girls being retained through volunteer led pathways for the membership year.	\$0	\$757,253
Volunteer Management		\$2,990	\$2,084,798
331 – Volunteer Recruitment	To recruit adult volunteers to support new girls in a variety of Girl Scout pathways.	\$0	\$588,351
332 – Volunteer Human Resources and Development	To manage volunteer human resource practices and provide opportunities for volunteer training using flexible delivery options that support the understanding of the Girl Scout Leadership Experience and volunteer job performance.	\$2,990	\$350,370
334 – Volunteer Management	To develop and implement a comprehensive community plan to support service unit teams and circles in preparing and engaging volunteers to implement the Girl Scout Leadership Experience with girls.	\$0	\$1,146,077
Communications		\$0	\$261,545
333 – Communications	To develop and implement a communications plan using technology to communicate to all audiences within the council (girls, adults, volunteers, and the community).	\$0	\$261,545
TOTALS		\$11,943,130	\$11,813,951