

CODE	DESCRIPTION	REVENUE	EXPENSE
Administrative		\$1,595,467	\$2,588,943
100 – Corporate Management & Governance	Provide corporate management systems and fulfill corporate responsibilities and to provide support to the board of directors.	\$0	\$303,445
110 – Business Operations–Risk Related	Protect the health, safety and security of girls as well as the overall health of the council, including meeting legal and GSUSA document retention requirements.	\$0	\$291,387
120 – Finance	Ensure responsible stewardship of council resources.	\$1,595,467	\$288,566
130 – Human Resources	Partner with all departments to recruit, develop, reward and retain qualified staff.	\$0	\$346,646
135 – Staff Development	Provide staff training and development for all staff, including internal and external opportunities.	\$0	\$111,883
140 – IT & Communications	Manage information technology and internal communications systems for the organization.	\$0	\$592,730
310 – Property Management	Manage council administrative properties and related assets to meet the administrative needs of the council and to ensure compliance with health and safety standards.	\$0	\$654,286
Marketing, PR & Communications		\$0	\$461,691
150 – Marketing, PR & Communications	Relentlessly share the Girl Scout story across western Ohio and southeastern Indiana so that every girl sees herself and her future through Girl Scouts	\$0	\$461,691
Fund Development		\$1,031,225	\$455,265
200 – Fund Development	Raise \$1,031,225 through diversified funding sources: \$343,000 in contributions; \$279,550 in grants; \$365,630 from United Ways; and \$43,045 from special events.	\$1,031,225	\$455,265
Program Service Delivery		\$9,659,619	\$4,031,165
300 – Program Pathways Support	Provide program resources to support progressive Girl Scout leadership experiences through all Girl Scout pathways.	\$13,120	\$231,503
301 - STEM	Provide progressive beyond the troop events that support girls’ exposure to STEM related fields and topics in order to strengthen program effectiveness results, role model the program processes, and remove barriers for girls pursuing STEM careers and topics.	\$28,124	\$115,391
302 – Life Skills	Provide progressive beyond the troop events that support girls’ exposure to building life skills in order to strengthen program effectiveness results, model the program processes, and continue Girl Scout traditions.	\$63,785	\$189,084
303 - Entrepreneurship	Provide progressive beyond the troop events that support girls’ development of entrepreneurial skills in order to strengthen program effectiveness results, role model the program processes, and build future entrepreneurial leaders.	\$11,824	\$85,132

CODE	DESCRIPTION	REVENUE	EXPENSE
304 - Outdoor	Provide progressive beyond the troop events that support girls' exposure to the outdoors in order to strengthen program effectiveness results, role model the program processes, and help girls and leaders overcome barriers to participating in outdoor activities.	\$35,681	\$193,706
305 - Camp	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 day camps and one-day summer events.	\$640,896	\$967,686
320 – Product Sales	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. Resulting in net revenue of \$8,579,439.	\$8,579,439	\$979,860
310 – Property Management (Camp Properties)	Manage council properties and related assets to meet the program needs of the council and to ensure compliance with health and safety standards.	\$44,950	\$1,021,345
330 – Retail	Provide retail service to members resulting in net revenue of \$241,800.	\$241,800	\$247,458
Recruitment & Registration of Girls		\$0	\$3,206,570
350 – Membership and Renewal Strategies for Girls and Adults (including Data & Conversion)	Extend Girl Scout membership to girls and adults, resulting in 11,007 new girls, 21,409 renewing girls for a total of 32,416 girls; and 12,409 adult volunteers to support the sustainability of Girl Scouts to girls in a variety of membership pathways, leveraging the full Girl Scout portfolio.	\$0	\$2,173,050
351 – Alternative Program Delivery and Outreach	Provide progressive Girl Scout leadership experience through in-school, after school and other alternative program delivery methods to ensure all girls have access to the Girl Scout program in communities where barriers to participation exist, resulting in no more than 27% of total council membership.	\$0	\$936,381
369 – Evaluation Management	Manage ongoing research of internal and external conditions to provide demographic data, community trends and needs, and program impact to support short and long-range decision-making and planning.	\$0	\$97,139
Volunteer Management		\$17,600	\$1,714,923
361 – Volunteer Experience	Develop and execute a comprehensive community plan to support the troop experience by preparing and engaging volunteers to implement a high-quality Girl Scout Leadership Experience with girls, resulting in a troop retention rate of 69% for girls and 67% for adults.	\$17,600	\$1,515,487
362 – Customer Service/Volunteer Human Resources	Provide quality customer service through volunteer human resources, customer care and processes related to both.	\$0	\$199,436
TOTALS		\$12,303,911	\$12,458,557

