

CODE	DESCRIPTION	REVENUE	EXPENSE
Administrative		\$426,430	\$1,976,640
100 – Corporate Management & Governance	To provide corporate management systems and fulfill corporate responsibilities and to provide support to the board of directors.	\$0	\$210,454
110 – Business Operations– Risk Related	To ensure the organization, its members, employees and assets are protected.	\$0	\$270,924
120 – Finance	To manage the council’s investments.	\$423,615	\$396,643
130 – Human Resources	To manage staff human resources and development to provide a qualified staff.	\$0	\$232,658
140 – IT & Communications	To manage information technology and internal communications systems for the organization.	\$0	\$293,909
310 – Property Management	To manage council administrative properties and related assets to meet the administrative needs of the council and to ensure compliance with health and safety standards.	\$2,815	\$572,052
Marketing, PR & Communications		\$ 0	\$400,074
150 – Marketing, PR & Communications	To develop and implement a communications plan to communicate to all audiences within the council (girls, adults, volunteers, and the community).	\$0	\$400,074
Fund Development		\$1,661,093	\$525,766
200 – Fund Development	To raise \$1,679,588 through diversified funding sources - \$464,000 in contributions, \$398,000 in grants, \$679,588 from United Ways and \$150,000 from Special Events.	\$1,661,093	\$525,766
Research & Development		\$0	\$188,883
369 – Evaluation & Research	To ensure program effectiveness, provide reports, input paper membership registrations, and monitor key performance metrics.	\$0	\$188,883
Program Service Delivery		\$10,491,096	\$4,336,462
300 – Program Pathways Support	To provide program resources to support progressive Girl Scout leadership experiences through all Girl Scout pathways.	\$7,415	\$318,991
301 - STEM	To 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.	\$26,790	\$160,702
302 – Life Skills	To 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.	\$84,731	\$204,348
303 - Entrepreneurship	To 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.	\$5,861	\$62,655

CODE	DESCRIPTION	REVENUE	EXPENSE
304 - Outdoor	To 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.	\$58,040	\$164,404
305 - Camp	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 day camps and one-day summer events.	\$589,964	\$937,444
320 – 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. Resulting in net revenue of \$9,304,407.	\$9,304,407	\$1,057,738
310 – 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.	\$102,257	\$1,068,867
330 – Retail	To provide retail service to members resulting in net revenue of \$311,631.	\$311,631	\$361,313
Recruitment & Registration of Girls		\$250	\$2,588,053
350 – Recruitment of Girls	To extend Girl Scout membership to 11,505 new girls through volunteer-led pathways, leveraging the full Girl Scout portfolio.	\$0	\$920,094
351 – Direct Service to Girls	To provide progressive Girl Scout leadership experience through in-school, after school and other series pathway to ensure 9,050 girls have access to the Girl Scout program in communities where barriers to participation exist.	\$250	\$973,382
359 – Retention of Girls	To develop and implement a comprehensive retention plan, resulting in 69% of girls being retained through volunteer led pathways for the membership year.	\$0	\$694,577
Volunteer Management		\$600	\$2,519,581
360 – Volunteer Recruitment	To recruit 4,400 adult volunteers to support new girls in a variety of Girl Scout pathways.	\$0	\$719,091
361 – Troop & Service Unit Support	To 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.	\$600	\$1,522,778
362 – Volunteer HR Processes	To provide quality customer service through volunteer human resources, customer care and processes related to both.	\$0	\$277,712
TOTALS		\$12,579,469	\$12,535,459

