

**GIRL SCOUTS OF SOUTH CAROLINA -
MOUNTAINS TO MIDLANDS, INC.**

AUDITED FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2021 and 2020

**GIRL SCOUTS OF SOUTH CAROLINA –
MOUNTAINS TO MIDLANDS, INC.**

**TABLE OF CONTENTS
YEARS ENDED SEPTEMBER 30, 2021 AND 2020**

	<u>PAGE</u>
INDEPENDENT AUDITOR'S REPORT	1-2
STATEMENTS OF FINANCIAL POSITION	3
STATEMENTS OF ACTIVITIES	4-5
STATEMENTS OF FUNCTIONAL EXPENSES	6-7
STATEMENTS OF CASH FLOWS	8
NOTES TO FINANCIAL STATEMENTS	9-35

Independent Auditor's Report

To the Board of Directors
Girl Scouts of South Carolina –
Mountains to Midlands, Inc.
Greenville, South Carolina

We have audited the accompanying financial statements of Girl Scouts of South Carolina – Mountains to Midlands, Inc. (a not-for-profit organization), which comprise the statements of financial position as of September 30, 2021 and 2020, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America. This includes 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.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

Members
American Institute of Certified Public Accountants
S.C. Association of Certified Public Accountants



To the Board of Directors
Girl Scouts of South Carolina –
Mountains to Midlands, Inc.
December 21, 2021

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Girl Scouts of South Carolina – Mountains to Midlands, Inc. as of September 30, 2021 and 2020, and the changes 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.

Mckinley, Cooper & Co., LLC

Greenville, South Carolina
December 21, 2021

GIRL SCOUTS OF SOUTH CAROLINA - MOUNTAINS TO MIDLANDS, INC.

**STATEMENTS OF FINANCIAL POSITION
SEPTEMBER 30, 2021 AND 2020**

Assets	<u>2021</u>	<u>2020</u>
Current assets		
Cash and cash equivalents	\$ 3,461,165	\$ 3,598,897
Short-term investments (Note 7)	82,106	153,023
Total cash and cash equivalents	<u>3,543,271</u>	<u>3,751,920</u>
Accounts receivable, net (Note 5)	24,658	26,465
Promises to give, net (Note 6)	62,851	100,361
Inventories, net	98,236	127,883
Prepaid expenses	144,169	118,319
Total current assets	<u>3,873,185</u>	<u>4,124,948</u>
Non-current assets		
Long-term investments (Note 7)	3,040,356	2,614,665
Long-term promises to give (Note 6)	62,953	97,958
Property and equipment, net (Note 8)	10,875,974	11,191,030
Beneficial interest in assets held by others (Note 9)	119,352	101,405
Total non-current assets	<u>14,098,635</u>	<u>14,005,058</u>
Total assets	<u>\$ 17,971,820</u>	<u>\$ 18,130,006</u>
Liabilities and Net Assets		
Current liabilities		
Accounts payable	\$ 63,322	\$ 48,004
Accrued liabilities	172,289	181,491
Accrued interest	24,296	24,706
Deferred revenue	76,483	215,503
Funds held for others	70,974	68,666
Deposits	1,000	1,000
PPP loan (Note 20)	469,200	467,000
Current portion of mortgage payable (Note 14)	244,057	89,235
Total current liabilities	<u>1,121,621</u>	<u>1,095,605</u>
Noncurrent liabilities		
Mortgage payable (Note 14)	5,919,490	6,187,997
Total noncurrent liabilities	<u>5,919,490</u>	<u>6,187,997</u>
Total liabilities	<u>7,041,111</u>	<u>7,283,602</u>
Net assets		
Net assets without donor restrictions		
Operating	2,174,508	2,232,101
Board-designated (Note 11)	2,425,730	2,194,396
Net investment in property and equipment	4,712,426	4,913,798
Total net assets without donor restrictions	<u>9,312,664</u>	<u>9,340,295</u>
Net assets with donor restrictions (Note 12)	1,618,045	1,506,109
Total net assets	<u>10,930,709</u>	<u>10,846,404</u>
Total liabilities and net assets	<u>\$ 17,971,820</u>	<u>\$ 18,130,006</u>

The accompanying notes are an integral part of these financial statements.

GIRL SCOUTS OF SOUTH CAROLINA - MOUNTAINS TO MIDLANDS, INC.

**STATEMENT OF ACTIVITIES
YEAR ENDED SEPTEMBER 30, 2021**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
REVENUES, GAINS, AND OTHER SUPPORT			
United Way support	\$ 79,394	\$ -	\$ 79,394
Grants	527,690	-	527,690
Contributions			
Individuals	127,930	75,555	203,485
Corporations and civic groups	83,382	105,100	188,482
Foundations	61,450	12,500	73,950
Product sales			
Sales	4,682,867	-	4,682,867
Cost of sales	(1,835,152)	-	(1,835,152)
Council Shop			
Sales	179,293	-	179,293
Cost of sales	(106,915)	-	(106,915)
Program service fees	186,621	-	186,621
Income on investments	41,278	10,647	51,925
Net unrealized and realized gains on investments	232,904	154,404	387,308
Other income	100,263	-	100,263
Donated goods and services	18,179	-	18,179
Special fundraising			
Gross	54,893	-	54,893
Cost of direct benefit	(18,736)	-	(18,736)
Net assets released from restrictions			
Restrictions satisfied by payments	246,270	(246,270)	-
TOTAL REVENUES, GAINS, AND OTHER SUPPORT	<u>4,661,611</u>	<u>111,936</u>	<u>4,773,547</u>
EXPENSES			
Program services	3,819,691	-	3,819,691
Supporting services			
Management and general	305,997	-	305,997
Fundraising	563,554	-	563,554
TOTAL EXPENSES	<u>4,689,242</u>	<u>-</u>	<u>4,689,242</u>
INCREASE (DECREASE) IN NET ASSETS	(27,631)	111,936	84,305
NET ASSETS, BEGINNING OF YEAR	<u>9,340,295</u>	<u>1,506,109</u>	<u>10,846,404</u>
NET ASSETS, END OF YEAR	<u>\$ 9,312,664</u>	<u>\$ 1,618,045</u>	<u>\$ 10,930,709</u>

The accompanying notes are an integral part of these financial statements.

GIRL SCOUTS OF SOUTH CAROLINA - MOUNTAINS TO MIDLANDS, INC.

**STATEMENT OF ACTIVITIES
YEAR ENDED SEPTEMBER 30, 2020**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
REVENUES, GAINS, AND OTHER SUPPORT			
United Way support	\$ 229,824	\$ -	\$ 229,824
Grants	34,192	-	34,192
Contributions			
Individuals	92,498	75,850	168,348
Corporations and civic groups	25,796	122,467	148,263
Foundations	75,500	15,100	90,600
Product sales			
Sales	6,698,714	-	6,698,714
Cost of sales	(3,029,848)	-	(3,029,848)
Council Shop			
Sales	186,888	-	186,888
Cost of sales	(90,573)	-	(90,573)
Program service fees	37,094	-	37,094
Income on investments	47,593	15,791	63,384
Net unrealized and realized gains on investments	62,800	60,959	123,759
Other income	74,412	-	74,412
Donated goods and services	1,424	-	1,424
Special fundraising, net	36,507	-	36,507
Net assets released from restrictions			
Restrictions satisfied by payments	334,463	(334,463)	-
TOTAL REVENUES, GAINS, AND OTHER SUPPORT	<u>4,817,284</u>	<u>(44,296)</u>	<u>4,772,988</u>
EXPENSES			
Program services	3,892,532	-	3,892,532
Supporting services			
Management and general	302,572	-	302,572
Fundraising	539,010	-	539,010
TOTAL EXPENSES	<u>4,734,114</u>	<u>-</u>	<u>4,734,114</u>
INCREASE (DECREASE) IN NET ASSETS	83,170	(44,296)	38,874
NET ASSETS, BEGINNING OF YEAR	<u>9,257,125</u>	<u>1,550,405</u>	<u>10,807,530</u>
NET ASSETS, END OF YEAR	<u>\$ 9,340,295</u>	<u>\$ 1,506,109</u>	<u>\$ 10,846,404</u>

The accompanying notes are an integral part of these financial statements.

GIRL SCOUTS OF SOUTH CAROLINA - MOUNTAINS TO MIDLANDS, INC.

STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED SEPTEMBER 30, 2021

	Program Services	Supporting Services		Total
		Management and General	Fundraising	
Employee compensation and related expenses				
Salaries	\$ 1,433,642	\$ 182,473	\$ 353,191	\$ 1,969,306
Employee health and retirement benefits	451,047	38,922	72,832	562,801
Payroll taxes	125,865	13,826	29,655	169,346
Total employee compensation and related expenses	2,010,554	235,221	455,678	2,701,453
Other expenses				
Professional services and fees	89,778	11,678	15,139	116,595
Food and beverage	30,156	146	702	31,004
Supplies	81,468	394	1,899	83,761
Printing and publications	32,418	73	2,522	35,013
Advertising	20,632	46	1,605	22,283
Telecommunications	141,175	8,068	10,378	159,621
Postage and delivery	69,116	843	1,257	71,216
Occupancy	246,429	11,954	19,922	278,305
Utilities	103,781	5,034	8,390	117,205
Equipment purchase, rental, repair and maintenance	82,702	5,506	17,834	106,042
Taxes, licenses and permits	2,928	142	237	3,307
Travel	3,816	100	427	4,343
Automobile expense	37,769	992	4,233	42,994
Training and development - volunteers and staff	4,925	1,256	1,790	7,971
Assistance and grants	56,195	-	-	56,195
Membership dues (in other organizations)	2,810	717	1,021	4,548
Interest expense	292,606	-	5,731	298,337
Insurance	103,113	20,206	-	123,319
Recruitment expense	3,690	1,562	-	5,252
Bank fees	24,294	1,731	1,284	27,309
Miscellaneous	13,047	328	7,866	21,241
Total expenses before depreciation	3,453,402	305,997	557,915	4,317,314
Depreciation	366,289	-	5,639	371,928
Total expenses	\$ 3,819,691	\$ 305,997	\$ 563,554	\$ 4,689,242

The accompanying notes are an integral part of these financial statements.

GIRL SCOUTS OF SOUTH CAROLINA - MOUNTAINS TO MIDLANDS, INC.

STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED SEPTEMBER 30, 2020

	Program Services	Supporting Services		Total
		Management and General	Fundraising	
Employee compensation and related expenses				
Salaries	\$ 1,567,062	\$ 143,168	\$ 331,300	\$ 2,041,530
Employee health and retirement benefits	488,427	45,300	69,605	603,332
Payroll taxes	136,556	15,242	28,651	180,449
Total employee compensation and related expenses	2,192,045	203,710	429,556	2,825,311
Other expenses				
Professional services and fees	92,972	19,378	17,976	130,326
Food and beverage	9,271	144	352	9,767
Supplies	47,328	737	1,795	49,860
Printing and publications	42,989	148	2,287	45,424
Advertising	25,158	86	1,339	26,583
Telecommunications	147,382	5,833	14,013	167,228
Postage and delivery	16,736	697	1,337	18,770
Occupancy	223,176	16,643	26,025	265,844
Utilities	80,669	6,016	9,407	96,092
Rental, repair and maintenance on equipment	75,676	3,093	12,675	91,444
Taxes, licenses and permits	1,574	117	184	1,875
Travel	6,870	319	1,037	8,226
Automobile expense	51,947	2,411	7,847	62,205
Training and development - volunteers and staff	11,974	1,690	2,577	16,241
Assistance and grants	57,007	-	-	57,007
Membership dues (in other organizations)	3,367	475	724	4,566
Interest expense	296,927	-	4,488	301,415
Insurance	101,152	6,868	-	108,020
Recruitment expense	3,281	25,516	-	28,797
Bank fees	14,057	5,822	1,028	20,907
Miscellaneous	15,383	2,869	-	18,252
Total expenses before depreciation	3,516,941	302,572	534,647	4,354,160
Depreciation	375,591	-	4,363	379,954
Total expenses	\$ 3,892,532	\$ 302,572	\$ 539,010	\$ 4,734,114

The accompanying notes are an integral part of these financial statements.

GIRL SCOUTS OF SOUTH CAROLINA - MOUNTAINS TO MIDLANDS, INC.

**STATEMENTS OF CASH FLOWS
YEARS ENDED SEPTEMBER 30, 2021 AND 2020**

	2021	2020
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 84,305	\$ 38,874
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation	371,928	379,954
(Gain)/loss on sale of investments	(143,594)	147,909
Unrealized (gain)/loss on investments	(243,714)	(24,150)
Unrealized (gain) on assets held by others	(12,337)	(3,640)
(Increase) decrease in assets		
Accounts receivable, net	1,807	11,815
Promises to give, net	72,515	91,871
Inventories, net	29,647	(11,414)
Prepaid expenses	(25,850)	(28,518)
Increase (decrease) in liabilities		
Accounts payable	15,318	(115,464)
Accrued liabilities	(9,202)	(148,544)
Accrued interest	(410)	(226)
Deferred revenue	(139,020)	68,395
Funds held for others	2,308	3,864
Deposits	-	500
Forgiveness of PPP loan payable	(467,000)	-
Net cash (used in) provided by operating activities	(463,299)	411,226
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases and disposals of fixed assets, net	(56,872)	(133,777)
Proceeds from sales and maturities of investments	341,881	1,051,462
Purchases of investments	(380,264)	(1,247,876)
Contributions to assets held by others	-	(1,100)
Realized net change in assets held by others	(5,610)	(1,040)
Net cash (used in) investing activities	(100,865)	(332,331)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from PPP loan	469,200	467,000
Payments on note and mortgage payable	(113,685)	-
Net cash provided by financing activities	355,515	467,000
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(208,649)	545,895
CASH AND CASH EQUIVALENTS, beginning of year	3,751,920	3,206,025
CASH AND CASH EQUIVALENTS, end of year	\$ 3,543,271	\$ 3,751,920
SUPPLEMENTAL DISCLOSURES		
Interest paid	\$ 298,337	\$ 301,415

The accompanying notes are an integral part of these financial statements.

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

This summary of significant accounting policies of Girl Scouts of South Carolina – Mountains to Midlands, Inc. is presented to assist in understanding the financial statements. The financial statements and notes are representations of the Council’s management, which is responsible for their integrity and objectivity. These accounting policies conform to accounting principles generally accepted in the United States of America (GAAP) and have been consistently applied in the preparation of the financial statements.

Organization and Nature of Activities – Girl Scouts of South Carolina – Mountains to Midlands, Inc. is an affiliate of the Girl Scouts of the USA. Its purpose is to provide the leadership and financial support to maintain scouting programs for girls aged 5 to 17 in a 22 county area of South Carolina.

Financial Statement Presentation – The accompanying financial statements are prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. The Council has adopted ASU 2016-14, Not-for-Profit Entities (Topic 958): *Presentation of Financial Statements for Not-for-Profit Entities*, as it relates to net asset classification and liquidity disclosure. Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor imposed restrictions as follows:

Net assets without donor restrictions represent resources whose use is not limited or restricted by donors. They generally arise as a result of exchange transactions, without restriction, or with restriction whose restrictions have expired. All contributions are considered to be available for use unless specifically restricted by the donor.

Net assets with donor restrictions are those net assets whose use has been limited by donors to specified purposes or to later periods of time.

Contributions – Contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as with donor restrictions that increases those net asset classes. However, if a restriction is fulfilled in the same time period in which the contribution is received, the Council reports that support as without donor restriction.

Contributions that are restricted for certain programs or restricted by donors for the Council’s real endowments are recorded as support with donor restrictions. When donor restrictions are met, the net assets with donor restrictions are reclassified to net assets without donor restrictions and

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – Continued

are included in net assets released from restrictions in the accompanying statement of activities.

Cash and Cash Equivalents – For purposes of the Statements of Cash Flows, the Council considers unrestricted highly liquid investments with an initial maturity of three months or less to be cash equivalents.

Investments – Investments consist primarily of assets invested in marketable equity and debt securities, alternative investments, commodities, and money-market funds. The Council accounts for investments in accordance with FASB ASC 958-320 and subsections. This standard requires that investments in equity securities with readily determinable fair values and all investments in debt securities be measured at fair value in the Statements of Financial Position. Fair value of marketable equity and debt securities is based on quoted market prices.

Investment income is recorded net of investment expenses. The realized and unrealized gain or loss on investments is reflected in the Statements of Activities.

Investments are exposed to various risks such as significant world events, interest rate, credit, and overall market volatility risks. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in the fair value of investments will occur in the near term and that such changes could materially affect the amounts reported in the Statements of Financial Position.

Receivables – The Council records product receivables on its books at the estimated net realizable value. An allowance for uncollectible receivables is estimated based on past experience and on analysis of collectability.

Promises to Give – Promises to give that are due within 12 months are reflected as current promises to give and are recorded at their net realizable value. Promises to give due in subsequent periods are reflected as long-term promises to give and are recorded at the present value of their net realizable value, using risk-free interest rates applicable to the years in which the promises are received to discount the amounts. An allowance for uncollectible promises to give is estimated based on past experience and on analysis of collectability. The majority of the promises to give are received from a broad base of contributors within the council jurisdictional area.

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – Continued

Inventories – Inventories of Girl Scout merchandise and equipment held for resale are valued at cost determined on average-cost, but not in excess of market value.

Property and Equipment – Purchased property, plant and equipment are recorded at cost. Donations of property and equipment are recorded as support at their estimated fair value. Such donations are reported as unrestricted support unless the donor has restricted the donated asset for a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, the Council reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Council reclassifies temporarily restricted net assets to unrestricted net assets at that time. Property and equipment are depreciated using the straight-line method over estimated useful lives. The Council capitalizes assets with a cost of \$1,000 or more and an estimated useful life of at least 3 years.

Beneficial Interest in Assets Held by Others – Assets transferred to a recipient organization, the beneficiary of which is the Council, are reported in accordance with FASB Accounting Standards Codification (ASC) 958-605, Transfers of Assets to a Not-for-Profit Entity or Charitable Trust that Raises or Holds Contributions for Others. Such beneficial interests in assets held by others are valued at their fair value. Unrealized gains and losses are included in the change in net assets.

Compensated Absences – Paid Time Off hours (PTO) are accumulated by eligible employees. Upon retirement or other termination, eligible employees who satisfy the notification period are paid for unused PTO earned and not taken as of their departure date. The Council accrues a liability for compensated absences which meet the following criteria:

1. The payment of compensation is probable.
2. The amount can be reasonably estimated.

In accordance with the above criteria, as of September 30, 2021 and 2020, the Council has accrued a liability for earned but unused compensated absences in the amount of \$64,950 and \$70,118, respectively.

Fair Value of Financial Instruments – The carrying values of cash and cash equivalents, accounts receivable, promises to give, accounts payable, accrued liabilities, accrued interest, deferred revenue, funds held for others, and deposits approximate fair value because of the terms and relative short maturity of the financial instruments. The carrying values of long-term investments,

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - *Continued*
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - *Continued*

which are the fair value of investments, are based on values provided by an external investment manager or comparison to quoted market values.

Endowments – FASB ASC 958-205-50-1A, Reporting Endowment Funds provides guidance on the net asset classification of donor restricted endowment funds for a not-for-profit organization that is subject to an enacted version of the Uniform Prudent Management of Institutional Funds Act of 2006 (“UPMIFA”) and also required disclosures about endowment funds, both donor-restricted endowment funds and board-designated endowment funds. South Carolina enacted a version of UPMIFA into the Code of Laws effective July 1, 2008. See Note 10 for further discussion.

Reclassifications – Certain reclassifications may have been made to the 2020 financial statement information to conform to the current year presentation. These reclassifications had no effect on the change in net assets for the year ended September 30, 2020.

Estimates – Management uses estimates and assumptions in preparing financial statements in conformity with generally accepted accounting principles. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and reported revenues and expenses. Accordingly, actual results could differ from those estimates.

Income Taxes - The Council has obtained exemption from federal income taxes under Section 501(c)(3) of the Internal Revenue Code as an organization which is not a private foundation as well as an eleemosynary corporation recognized in South Carolina. Therefore, no provision for income taxes has been included in the financial statements.

Financial Accounting Standards Board (FASB) ASC 740-10 prescribes a comprehensive model for how an organization should measure, recognize, present, and disclose in its financial statements uncertain tax positions that the Council has taken or expects to take on a tax return. The Council recognizes the tax benefits from uncertain tax positions only if it is more-likely-than-not that the tax position will be sustained on examination by the taxing authorities, based on the technical merits of the position. The Council’s income tax filings are subject to audit by various taxing authorities. Management believes the adoption of ASC 740-10 resulted in no significant impact to the Council’s financial statements.

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Revenue Recognition

Revenue from Exchange Transactions: The Council recognizes revenue in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers*, as amended ASU 2014-09 applies to exchange transactions with customers that are bound by contracts or similar arrangements and establishes a performance obligation approach to revenue recognition. The Council records the following exchange transaction revenue in its statement of activities:

Council store sales – The Council operates a Council store, which sells scouting-related merchandise on a retail basis to customers. The Council recognizes revenue as the customer pays and takes possession of the merchandise.

Product sales – To help Scout troops raise the money needed to fund programs and activities throughout the year, the Council sponsors a product sales program. Girl Scout troops purchase cookies, candies, and nuts from the Council, which they then resell to customers. Revenue recognition occurs when the product has been delivered. The Council presents separately in its statements of activities the gross revenue from product sales, and costs of goods sold.

Camping and Activity revenue – The Council conducts program-related experiences such as day camps, day hikes, weekend overnights, and summer camps where the performance obligation is delivery of the program. Fees collected in advance of delivery of the camp or activity are initially recognized as liabilities (deferred revenue) and are only recognized in the statements of activities after delivery of the program has occurred.

Special fundraising event revenue – The Council conducts special events in which a portion of the gross proceeds paid by the participant represents payment for the direct cost of the benefits received by the participant at the event – the exchange component, and a portion represents a contribution to the Council. Unless a verifiable objective means exists to demonstrate otherwise, the fair value of meals and entertainment provided at special events is measured at the actual cost to the Council. The direct costs of special events, which ultimately benefit the donor rather than the Council, are recorded as costs of direct benefit in the statement of activities. Special event fees collected by the Council in advance of its delivery are initially recognized as liabilities (deferred revenue) and recognized as special event revenue after delivery of the event.

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 2 – LIQUIDITY AND AVAILABILITY OF FUNDS

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, are as follows:

Cash and cash equivalents	\$	3,461,165
Contributions receivable - for general operations		62,851
Accounts receivable		24,658
Total liquid assets as of year end		<u>3,548,674</u>
Planned appropriation from endowments for general expenditures in subsequent year:		
Board-designated endowment		46,442
General endowment		47,542
Total financial assets available to meet general expenditures within the next 12 months	\$	<u><u>3,642,658</u></u>

The Council’s Endowment Fund includes donor-restricted endowments and funds designated by the Board of Directors to function as Endowments (referred to as “quasi-endowments”). Income from donor-restricted endowment gifts may, or may not be available for general expenditure, subject to donor restrictions. The method of calculating distributable income from the Endowment Fund is described in Note 10.

As part of the Council’s liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, the Council invests cash in excess of daily requirements in short-term investments. To help manage unanticipated liquidity needs, the Council has one committed secured line of credit, with a total available of \$1,322,768, which it could draw upon. In October 2021, the Council accepted a bank commitment letter to refinance this line with a 15-year amortizing mortgage, but also to provide a \$1,000,000 secured revolving line of credit. See Notes 14 and 15 for further discussion. Additionally, the Council has Board-designated funds of \$2,425,730. Although the Council does not intend to spend from the Board-designated funds other than amounts appropriated for general expenditure as part of its annual budget approval and appropriation process, amounts without donor restrictions from the Board-designated funds could be made available if necessary.

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 3 – FAIR VALUE MEASUREMENTS

The accounting standards establish a fair value hierarchy that 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 measurements involving significant unobservable inputs (Level 3). The three levels of the fair value hierarchy are as follows:

Level 1 – financial instruments with quoted prices in active markets for identical assets or liabilities.

Level 2 – financial instruments with valuations based on quoted prices in markets that are not active or for which all significant inputs are observable, either directly or indirectly.

Level 3 – financial instruments that are not actively traded on a market exchange and require using significant unobservable inputs in determining fair value. The inputs into the determination of fair value require significant judgment or estimation by the investment manager.

Inputs refer broadly to the assumptions that market participants use to make valuation decisions, including assumptions about risk. Inputs may include price information, volatility statistics, specific and broad credit data, liquidity statistics and other factors. Accounting standards require that the fair value determination be based on maximum use of observable inputs (Levels 1 and 2) and minimum use of unobservable inputs (Level 3). The Council considers observable data to be that market data which is readily available, regularly distributed or updated, reliable and verifiable, not proprietary and provided by independent sources that are actively involved in the relevant market.

The following tables summarize the valuation of the Council's financial assets and liabilities measured at fair value as of September 30, 2021 and 2020, based on the level of input utilized to measure fair value:

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 3 – FAIR VALUE MEASUREMENTS – Continued

	2021			Total
	Level 1	Level 2	Level 3	
Investments				
Short-term investments				
Money market funds	\$ 82,106	\$ -	\$ -	\$ 82,106
Fixed income securities				
Corporate bonds				
Domestic	-	282,811	-	282,811
International	-	34,177	-	34,177
Global	-	84,287	-	84,287
U.S. Treasury securities	-	38,185	-	38,185
Mutual funds				
Domestic	254,797	-	-	254,797
Global	65,308	-	-	65,308
Equities securities				
Domestic	956,771	-	-	956,771
International	532,815	-	-	532,815
Mutual funds				
Domestic	298,361	-	-	298,361
International/Global	166,304	-	-	166,304
Alternative strategies	326,540	-	-	326,540
	<u>2,683,002</u>	<u>439,460</u>	<u>-</u>	<u>3,122,462</u>
Other financial instruments				
Beneficial interests in assets held by others	-	-	119,352	119,352
Total investments and financial instruments	<u>\$ 2,683,002</u>	<u>\$ 439,460</u>	<u>\$ 119,352</u>	<u>\$ 3,241,814</u>

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 3 – FAIR VALUE MEASUREMENTS – Continued

	2020			
	Level 1	Level 2	Level 3	Total
Investments				
Short-term investments				
Money market funds	\$ 153,023	\$ -	\$ -	\$ 153,023
Fixed income securities				
Corporate bonds				
Domestic	-	162,438	-	162,438
International	-	25,464	-	25,464
Global	-	69,726	-	69,726
U.S. Treasury securities	-	31,931	-	31,931
Residential mortgage-backed securities	-	17,096	-	17,096
Mutual funds				
Domestic	329,489	-	-	329,489
Global	54,386	-	-	54,386
Equities securities				
Domestic	783,448	-	-	783,448
International	412,142	-	-	412,142
Mutual funds				
Domestic	251,968	-	-	251,968
International/Global	141,527	-	-	141,527
Alternative strategies	335,050	-	-	335,050
	<u>2,461,033</u>	<u>306,655</u>	<u>-</u>	<u>2,767,688</u>
Other financial instruments				
Beneficial interests in assets held by others	-	-	101,405	101,405
Total investments and financial instruments	<u>\$ 2,461,033</u>	<u>\$ 306,655</u>	<u>\$ 101,405</u>	<u>\$ 2,869,093</u>

The following methods and assumptions were used to estimate the fair value for each class of financial instruments measured at fair value. There have been no changes in the methodologies used at September 30, 2021 and 2020.

Short-term investments - The fair value of short-term investments, consisting primarily of money market funds, is classified as Level 1. The money market mutual fund consists primarily of domestic commercial paper and other cash management instruments, such as repurchase agreements and master notes, U.S. government and corporate obligations and other securities of foreign issuers. The fund seeks to maintain a stable net asset value (“NAV”) of \$1.

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 3 – FAIR VALUE MEASUREMENTS - Continued

Debt Investments - Investments in debt vehicles are comprised of U.S. Treasury obligations, corporate bonds and notes and residential mortgage-backed securities, which are classified as Level 2, based on multiple sources of information. These sources may include market data for assets from markets that are not active and/or quoted market prices for the same or similar assets in active markets. To estimate the fair value, the Council used an industry standard valuation model which is based on a market approach. Investments in fixed income daily traded mutual funds are classified as Level 1.

Equity Investments - Investments in equity vehicles are comprised of corporate stocks and daily traded mutual funds. Securities held in corporate stocks and daily traded mutual funds are generally valued based on quoted market prices in active markets obtained from exchange or dealer markets for identical assets, and are accordingly categorized as Level 1, with no valuation adjustments applied. Corporate stocks that are traded in inactive markets are categorized as Level 2.

Beneficial interests in assets held by others – The Council’s interest in assets held by others represent investments held by Central Carolina Community Foundation (CCCF) and The Spartanburg County Foundation (SCF), which are comprised of pooled investments and are valued using the fair value of the investment assets held by the Foundations as a practical expedient, unless facts and circumstances indicate that the fair value of the assets held by the Foundations differs from the fair value of the beneficial interest. The Council classifies its beneficial interest in the assets held by others as Level 3.

While the Council believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different estimate of fair value at the reporting date.

The following table summarizes the changes in the fair value of the Council’s Level 3 financial assets for the periods ending September 30, 2021 and 2020:

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 3 – FAIR VALUE MEASUREMENTS – Continued

	Fair value measurements using significant unobservable inputs (Level 3)		
	Beneficial Interest in Assets Held by Others		
	CCCF	SCF	Total
	\$	\$	\$
Balance, September 30, 2019	28,825	66,800	95,625
Transfers into Level 3	-	-	-
Transfers out of Level 3	-	-	-
Total gains or losses			
Included in changes in net assets	1,296	3,384	4,680
Purchases, issues, sales, and settlements			
Purchases	100	1,000	1,100
Issues	-	-	-
Sales	-	-	-
Settlements	-	-	-
Balance, September 30, 2020	30,221	71,184	101,405
Transfers into Level 3	-	-	-
Transfers out of Level 3	-	-	-
Total gains or losses			
Included in changes in net assets	5,676	12,271	17,947
Purchases, issues, sales, and settlements			
Sales	-	-	-
Settlements	-	-	-
Balance, September 30, 2021	\$ 35,897	\$ 83,455	\$ 119,352
Change in unrealized gains or losses for the period included in changes in net assets for assets held at September 30, 2021	\$ 329	\$ 12,008	

NOTE 4 – CASH AND CASH EQUIVALENTS

Concentration of Credit Risk

The Federal Deposit Insurance Corporation (FDIC) currently insures up to \$250,000 of substantially all depository accounts held at each financial institution. At various times during the

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 4 – CASH AND CASH EQUIVALENTS – Continued

year, the Council’s cash deposits may exceed the federally insured limits and at September 30, 2021 and 2020, its uninsured deposits totaled \$2,802,432 and \$2,888,163, respectively. The Council has implemented a collateralized deposit policy that allows the Council to maintain excess balances at banks with capital ratios that meet or exceed the FDIC definition for a “well capitalized” institution. The Council has not experienced any losses in such accounts and management believes it is not exposed to any significant credit risk on its cash and cash equivalents due to additional controls involving the oversight of the Council’s Finance Committee.

Restrictions on Cash

The values of cash and money market funds that are included in the investment portfolios are presented as short-term investments in the Statements of Financial Position, which combined with cash held in depository accounts, comprise cash and cash equivalents. Included in cash and cash equivalents at September 30, 2021 and 2020 is \$82,106 and \$153,023, respectively, which is designated by the Board of Directors to be used for fixed assets and other operations. Also included in cash and cash equivalents at September 30, 2021 and 2020 is \$157,522 and \$157,365 of restricted funds, respectively.

NOTE 5 – ACCOUNTS RECEIVABLE

Receivables represent amounts due for short-term trade receivables, product sales, programs, grants and financial aid, and returned checks. Accounts receivable consist of the following at September 30:

	2021	2020
Grants receivable	\$ 15,000	\$ -
Other accounts receivable	4,270	20,238
Returned checks from current year	10,776	12,453
Allowance for uncollectibles	(5,388)	(6,226)
	<u>\$ 24,658</u>	<u>\$ 26,465</u>

All receivables are considered collectible within the next year.

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 6 – PROMISES TO GIVE

Promises to give due in excess of one year are discounted between 1.00% and 2.29%, depending upon the year the contribution was recorded. An allowance for doubtful accounts of 15% has been established. Promises to give at September 30 are as follows:

	2021	2020
Promises to give expected to be collected in:		
Less than one year	\$ 73,942	\$ 118,072
Allowance for uncollectible promises to give	(11,091)	(17,711)
	62,851	100,361
One to five years	79,500	125,000
Allowance for uncollectible promises to give	(11,925)	(18,750)
Discount of promises to give	(4,622)	(8,292)
	62,953	97,958
	\$ 125,804	\$ 198,319

NOTE 7 – INVESTMENTS

Investments are summarized as follows as of September 30:

	2021		2020	
	Cost	Fair Value	Cost	Fair Value
Short-term investments				
Money market funds	\$ 82,106	\$ 82,106	\$ 153,023	\$ 153,023
Fixed income securities				
Corporate bonds				
Domestic	285,125	282,811	153,694	162,438
International	33,286	34,177	23,911	25,464
Global	86,776	84,287	73,962	69,726
U.S. Treasury securities	36,497	38,185	26,576	31,931
Residential mortgage-backed securities	-	-	17,108	17,096
Mutual funds				
Domestic	257,558	254,797	334,471	329,489
Global	66,704	65,308	54,209	54,386
Equities securities				
Domestic	630,628	956,771	577,394	783,448
International	411,690	532,815	352,219	412,142
Mutual funds				
Domestic	226,271	298,361	240,696	251,968
International/Global	125,500	166,304	132,701	141,527
Alternative strategies	297,205	326,540	319,189	335,050
Total investments	\$ 2,539,346	\$ 3,122,462	\$ 2,459,153	\$ 2,767,688

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 7 – INVESTMENTS - Continued

Investment income from cash equivalents and investments comprise the following for the years ended September 31, 2021 and 2020:

	2021		
	Without Donor	With Donor	Total
	Restrictions	Restrictions	
Dividends and interest	\$ 59,428	\$ 24,809	\$ 84,237
Investment expense & bank fees	(18,150)	(14,162)	(32,312)
	<u>41,278</u>	<u>10,647</u>	<u>51,925</u>
Realized gains	81,118	62,476	143,594
Unrealized gains (losses)	151,786	91,928	243,714
	<u>232,904</u>	<u>154,404</u>	<u>387,308</u>
Total investment income, net			<u>\$ 439,233</u>

	2020		
	Without Donor	With Donor	Total
	Restrictions	Restrictions	
Dividends and interest	\$ 64,477	\$ 29,155	\$ 93,632
Investment expense & bank fees	(16,884)	(13,364)	(30,248)
	<u>47,593</u>	<u>15,791</u>	<u>63,384</u>
Realized gains	83,536	64,373	147,909
Unrealized gains (losses)	(20,736)	(3,414)	(24,150)
	<u>62,800</u>	<u>60,959</u>	<u>123,759</u>
Total investment income, net			<u>\$ 187,143</u>

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 7 – INVESTMENTS - Continued

Investment restrictions and designations at September 30 are summarized as follows:

	2021	2020
Without donor restrictions		
Board designated	\$ 1,968,923	\$ 1,737,589
With donor restrictions		
Endowment earnings for programs and activities	537,867	440,998
Term endowment funds	57,862	31,291
Endowment	557,810	557,810
Total investments	\$ 3,122,462	\$ 2,767,688

NOTE 8 – PROPERTY AND EQUIPMENT

Property and equipment consists of the following as of September 30:

	2021	2020
Land	\$ 2,894,274	\$ 2,894,274
Buildings and improvements	9,734,012	9,730,532
Furniture and equipment	1,500,363	1,519,612
Vehicles	195,309	195,309
	14,323,958	14,339,727
Less: accumulated depreciation	(3,447,984)	(3,148,697)
	\$ 10,875,974	\$ 11,191,030

Depreciation expense for the years ended September 30, 2021 and 2020 is \$371,928 and \$379,954, respectively.

NOTE 9 – BENEFICIAL INTEREST IN ASSETS HELD BY OTHERS

At various times in prior years, donors have transferred assets to establish various funds for the benefit of the Council at the Central Carolina Community Foundation (CCCF) and The Spartanburg County Foundation (SCF). Likewise, in prior years, the Council has transferred assets to the same CCCF and SCF funds. These amounts are reported on the Council's balance sheet as a beneficial

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 9 – BENEFICIAL INTEREST IN ASSETS HELD BY OTHERS – Continued

interest in assets held by others. CCCF and SCF do not have variance power over these assets and is required to distribute them to the Council as required.

Beneficial interests in assets held by others represent investments held by the Foundations which are comprised of pooled accounts. The fair value of the asset is based on the fair value of the investment assets held by the Foundations for the benefit of the Council. Dividends, interest, realized and unrealized gains and losses and administrative fees are included in the Statements of Activities.

The fair value of these assets consists of the following as of September 30:

	2021	2020
Funds held at CCCF:		
Camperships from Lasley Endowment	\$ 11,219	\$ 9,509
Chandler-Burns Scholarships Endowment	24,678	20,712
Funds held at SCF:		
Camp Ponderosa Fund	32,752	27,936
Girl Scout Endowment Fund	50,703	43,248
	\$ 119,352	\$ 101,405

The following table summarizes the changes in the Council’s beneficial interest in assets held by others to reflect the same categories as those used in the Statements of Activities.

	2021	2020
Balance, beginning of year	\$ 101,405	\$ 95,625
Contributions	-	1,100
Investment income	2,397	2,143
Net realized gains	4,771	279
Net unrealized gains	12,337	3,640
Administrative fees	(1,558)	(1,382)
Balance, end of year	\$ 119,352	\$ 101,405

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 10 – ENDOWMENT ASSETS

See Note 3 for discussions of the methodologies and assumptions used to determine the fair value of the Council's investments.

The Council's endowment consists of approximately 14 individual funds established for a variety of purposes including both donor-restricted endowment funds and funds designated by the Board of Directors to function as endowments. Net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

Interpretation of Relevant Law

The Board of Directors of the Council has interpreted the Uniform Prudent Management of Institutional Funds Act ("UPMIFA") enacted July 1, 2008 in the State of South Carolina as requiring the preservation of the fair value of the original gift as of the date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Council classifies as permanently restricted net assets (a) the original value of the gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulation of earnings required to be added to the permanent endowment as stipulated by the donor-applicable donor gift instrument.

The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Council in a manner consistent with the standard of prudence prescribed by the Act. In accordance with the Act, the Council considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

1. The duration and preservation of the fund.
2. The purposes of the Council and the donor-restricted endowment fund.
3. General economic conditions.
4. The possible effect of inflation and deflation.
5. The expected total return from income and the appreciation of investments.
6. Other resources of the Council.
7. The investment policies of the Council.

Endowment net assets consist of the following at September 30, 2021:

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 10 – ENDOWMENT ASSETS – Continued

	Without Donor Restrictions	With Donor Restrictions
Donor-restricted endowment funds	\$ (270)	\$ 1,347,154
Board-designated endowment funds	1,063,292	-
Total endowment net assets	<u>\$ 1,063,022</u>	<u>\$ 1,347,154</u>

Endowment net assets consist of the following at September 30, 2020:

	Without Donor Restrictions	With Donor Restrictions
Donor-restricted endowment funds	\$ (280)	\$ 1,205,690
Board-designated endowment funds	969,025	-
Total endowment net assets	<u>\$ 968,745</u>	<u>\$ 1,205,690</u>

Changes in endowment net assets for the year ending September 30, 2021 are as follows:

	Without Donor Restrictions	With Donor Restrictions
Donor-restricted endowment funds	\$ (280)	\$ 1,205,690
Board-designated endowment funds	969,025	-
Endowment net assets, September 30, 2020	<u>968,745</u>	<u>1,205,690</u>
Investment return:		
Investment income	7,830	10,561
Net appreciation, (realized and unrealized)	128,941	154,407
	<u>136,771</u>	<u>164,968</u>
Contributions	<u>10</u>	<u>20,010</u>
Appropriation of endowment assets for expenditure	(42,504)	(43,514)
Endowment net assets, September 30, 2021	<u>\$ 1,063,022</u>	<u>\$ 1,347,154</u>

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 10 – ENDOWMENT ASSETS – Continued

Changes in endowment net assets for the year ending September 30, 2020 are as follows:

	Without Donor Restrictions	With Donor Restrictions
Donor-restricted endowment funds	\$ (290)	\$ 1,170,883
Board-designated endowment funds	940,410	-
Endowment net assets, September 30, 2019	940,120	1,170,883
Investment return:		
Investment income	12,701	15,707
Net appreciation, (realized and unrealized)	58,418	60,959
	71,119	76,666
Contributions	10	1,155
Appropriation of endowment assets for expenditure	(42,504)	(43,014)
Endowment net assets, September 30, 2020	\$ 968,745	\$ 1,205,690

Funds with Deficiencies

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Council to retain as a fund of perpetual duration. Deficiencies of this nature that are reported in net assets without donor restrictions were \$270 and \$280 as of September 30, 2021 and 2020, respectively. These deficiencies resulted from unfavorable market fluctuations that occurred after the investment of contributions with donor restrictions and continued appropriation for certain programs that was deemed prudent by the Board of Directors. Subsequent gains that restore the fair value of the assets of the endowment funds to the required level will be classified as an increase in net assets without donor restrictions or net assets with donor restrictions, as applicable.

Return Objectives and Risk Parameters

The Council has adopted investment and spending policies for endowment assets that attempt to provide a relatively predictable, stable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Council must hold in perpetuity or for a donor-specified period as well as board-designated funds. As authorized by Board-approved policies, these assets are invested to maximize long-term returns, while

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 10 – ENDOWMENT ASSETS – Continued

simultaneously mitigating risk through maintaining a diversified portfolio. A multi-generational window not only allows for the typical diversification across asset classes, but also for time diversification across both up and down markets. The assets are invested in a manner that is intended to produce results that meet or exceed the composite return and are within the risk parameters of an appropriate benchmark that corresponds to each fund goal. The long-term objective is to attain, within acceptable risk parameters, an average annual total return that exceeds the sum of the Council's approved payout rate plus inflation, plus investment management and related fees. The objective is expected to be obtained over time but not in each and every reporting period.

Strategies Employed for Achieving Objectives

To address 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 equity-based investments to achieve its long-term objectives within prudent risk constraints.

Spending Policy and How the Investment Objectives Relate to Spending Policy

The Council's spending policy appropriates for distribution each year a certain percentage of its endowment funds' average fair value for the prior three years through the fiscal yearend preceding the fiscal year in which the distribution is planned. In establishing this policy, the Council considered the expected return on its endowment. The goal of such spending policy is to allow the endowment to maintain its purchasing power, achieve a reasonable degree of stability and predictability in income availability for operations and to achieve a balance between present and future needs. Real growth is achieved through new gifts and any excess investment return.

NOTE 11 – BOARD-DESIGNATED FUNDS

As of September 30, the Board had approved designations of net assets without donor restrictions as follows:

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 11 – BOARD-DESIGNATED FUNDS - Continued

	2021	2020
Girl Scouts Trust Fund	\$ 1,063,292	\$ 969,025
Congaree Area Property Fund	905,631	768,564
She Sees The Future Fund	456,807	456,807
	\$ 2,425,730	\$ 2,194,396

During the years ended September 30, 2021 and 2020, the Girl Scouts Trust Fund released \$42,504 of earnings for general operating use by the Council, per year.

NOTE 12 – NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions at September 30, 2021 are restricted for the following purposes or periods:

<u>Subject to expenditure for a specific purpose:</u>	
Susan Phifer-Johnson Leadership Fund	\$ 83,261
Anna Mae Dickson-Future Capital Expenditures	3,134
Lilla Gilliam Endowment	1,500
Program Grants	1,302
Promises to Give - Capital Expenditures	125,804
CME & Me Program - Capital Expenditures	54,825
Other	1,064
Total purpose restrictions	270,890
<u>Endowment:</u>	
Perpetual in nature:	
Camperships from Lasley Endowment	4,450
Juliette Low Endowment	24,186
Chandler-Burns Scholarship Endowment	9,500
Becky Johnson Fund	7,874
Pearl Society Endowment	557,810
Penny Cooper Girl Tech Fund	12,362
Bobbie Hagins Scholarship Fund	10,560
Lillian Holley Martin Travel Endowment	15,663
Total Perpetual in nature endowments	642,405
Subject to endowment spending policy and appropriation:	704,750
Total net assets with donor restrictions	\$ 1,618,045

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 12 – NET ASSETS WITH DONOR RESTRICTIONS – Continued

Net assets with donor restrictions for September 30, 2020 are restricted for the following purposes or periods:

<u>Subject to expenditure for a specific purpose:</u>	
Susan Phifer-Johnson Leadership Fund	\$ 83,177
Anna Mae Dickson-Future Capital Expenditures	3,134
Lilla Gilliam Endowment	1,500
Program Grants	1,302
Promises to Give - Capital Expenditures	198,319
CME & Me Program - Capital Expenditures	11,975
Other	1,011
Total purpose restrictions	<u>300,418</u>
<u>Endowment:</u>	
Perpetual in nature:	
Camperships from Lasley Endowment	4,450
Juliette Low Endowment	24,186
Chandler-Burns Scholarship Endowment	9,500
Becky Johnson Fund	7,874
Pearl Society Endowment	557,810
Penny Cooper Girl Tech Fund	12,352
Bobbie Hagins Scholarship Fund	10,560
Lillian Holley Martin Travel Endowment	15,663
Total Perpetual in nature endowments	<u>642,395</u>
Subject to endowment spending policy and appropriation:	563,296
Total net assets with donor restrictions	<u>\$ 1,506,109</u>

Net assets released from donor restrictions by incurring expenses, satisfying the restricted purposes, or by occurrence of other events specified by donors were \$246,270 and \$334,463 for the years ended September 30, 2021 and 2020, respectively.

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 13 – OPERATING LEASES

The Council leases office space and equipment under various operating leases. The Council’s lease for office space in Spartanburg expired in June 2019 and was extended on a month-by-month basis, with the same terms, until the office location was moved to Council-owned property at Camp Mary Elizabeth in May 2021. The amount paid under this lease was \$33,520 for the fiscal year ending September 30, 2021.

The Council’s lease for office space in Greenville expired July 31, 2021 and the Council relocated to a different tenant space within the same office park in August 2021. The new lease agreement commenced August 1, 2021 and is scheduled to expire July 31, 2031, with a one-time right by the Council terminate the lease effective any time after July 31, 2028. The amount paid under these leases was \$145,491 for the fiscal year ending September 31, 2021.

As of September 30, 2021, minimum lease payments under the new Greenville office space agreement are as follows:

<u>Year Ending September 30,</u>		
2022	\$	94,880
2023		95,354
2024		98,215
2025		101,161
2026		104,196
Thereafter		198,982
	\$	<u>692,788</u>

As of September 30, 2021, minimum lease payments under equipment operating leases are as follows:

<u>Year Ending September 30,</u>		
2022	\$	53,032
2023		49,117
2024		37,415
2025		65
	\$	<u>139,629</u>

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 14 – MORTGAGE NOTE PAYABLE

On March 25, 2011, the Council obtained a 2-year mortgage note issued by a private bank in the amount of \$1,850,000, with an original maturity of April 5, 2013.

In November 2018, this mortgage note was rolled into a long-term construction loan. The bank committed to extend a loan of up to \$5.6 million for the up-fit and construction of the Cathy Novinger Girl Scout Leadership Center located in Columbia, SC, as well as a second loan of up to \$2 million for the purchase of furniture, fixtures, and equipment. The construction loan accrues interest at a fixed rate of 4.75%, with monthly payments of interest only until December 2020. Beginning in January 2021, monthly payments of principal and interest based on a 25-year amortization are due until the final balloon payment in October, 2027. The balance of the loan is \$5,486,315 at September 30, 2021.

The FFE loan accrues interest at a floating rate of *Wall Street Journal Prime* minus 0.35%, with monthly payments of interest only until December 5, 2021, at which time all unpaid principal and accrued interest is due. The principal balance of the FFE loan is \$677,232 at September 30, 2021 and 2020. The interest rate is 4.5% at September 30, 2021.

In October 2021, the Council accepted a bank commitment letter to refinance both the long-term construction loan and the FFE loan with a 15-year amortizing mortgage. The loan amount will be \$6,150,000, payable in 180 equal payments determined on a fixed interest rate of 3.12%. Payments will begin January 2022. The Leadership Center in Columbia will serve as collateral.

Scheduled principal payments of the new loan for the next five years are as follows:

September 30,	
2022	\$ 244,057
2023	334,409
2024	344,993
2025	355,912
2026	367,177
Thereafter	4,503,452
	\$ 6,150,000

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 15 – LINES OF CREDIT

In October 2021, the Council accepted a bank commitment letter to provide a \$1,000,000 revolving line of credit. Interest on amounts drawn will be payable monthly at a rate equal to the *Wall Street Journal Prime Rate*, but not more than 18% and not less than 3.75%. The line of credit will be available for 17 months from the date of closing. The furniture, fixtures and equipment owned by the Council will serve as collateral.

NOTE 16 – DONATED SERVICES

The Council receives a significant amount of donated services from unpaid volunteers who assist in fundraising and special projects. The value of these contributions is not susceptible to objective measurement and does not meet the criteria for recognition of in-kind contributions, and, accordingly, is not recognized in the financial statements. Gifts in-kind represent donated supplies, materials, and fixed assets and are recognized at their estimated fair value, if readily determinable, in the Statements of Activities.

NOTE 17 – RETIREMENT EXPENSES

The Council provides a 401(k) Plan for its employees. Participation in the 401(k) Plan is open to substantially all employees of the Council subject to length of employment, age, and hours worked per year. The 401(k) Plan is a safe harbor contributory plan where the Council matches the participant's contributions up to a maximum of 3% of the participant's wages and an additional one-half of the participant's contributions up to a maximum Council contribution of 4% of the participant's wages. Accordingly, the Council incurred employer-match contribution expenses of \$38,086 and \$25,411 for the years ended September 30, 2021 and 2020, respectively.

The Council participates in the National Girl Scout Council Retirement Plan (NGSCR), a noncontributory defined benefit pension plan sponsored by Girl Scouts of the USA. The National Board of Girl Scouts of the USA 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.

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 17 – RETIREMENT EXPENSES – Continued

Although net Plan assets grew during the year, net Plan assets available for plan benefits continue to be less than actuarial present value of accumulated plan benefits as of January 21, 2021. Based on the April 18, 2014 conditional approval by the Internal Revenue service (IRS), all existing amortization bases on the Plan's funding standard account as of January 1, 2013 were combined into one base and the resulting amortization period for that single base was extended to 10 years. Approval applies as long as at a minimum, beginning with the January 1, 2013 calendar year, \$30,000,000 is remitted. The \$30,000,000 calendar year minimum applies for each succeeding calendar year until the Plan is fully funded based upon the requirements of the Pension Protection Act of 2006 (PPA). In 2021, the funded status of the plan increased and the \$30,000,000 minimum will no longer apply. In addition, on April 8, 2014, President Obama signed H.R. 4275 into law, a relief package unanimously passed by Congress that gives NGSCRП the flexibility to adopt the Pension Protection Act (PPA) funding requirements immediately or not at all. NGSCRП has elected to adopt this relief and not be subject to PPA. In September 2020, the National Board of Girl Scouts of the USA approved to lower the contributions from \$30 million to \$26 million starting in calendar year 2023 until the Plan is fully funded on a market basis. Aggregate annual contributions made in fiscal years 2020 and 2021 were \$32.2 million and \$32.9 million, respectively. Aggregate contributions to be made in fiscal 2022 are expected to be \$32.2 million. Contributions made by the Mountains to Midlands Council in fiscal year 2021 and 2020 were \$284,784 for both years.

NOTE 18 – STATEMENT OF FUNCTIONAL EXPENSES

The costs of providing the various programs and supporting services have been summarized on a functional basis in the Statements of Functional Expenses. Costs that are not directly associated with providing specific services have been allocated based upon the relative time spent by employees of the Council providing those services.

NOTE 19 – COMMITMENTS

The Council's Wistagoman Lodge is constructed on land leased from the Secretary of the Army. The terms of the lease include the following:

1. Total cost for the current ten-year lease expiring June 30, 2028 is \$1,000 plus "any sum which may have to be expended after termination of the lease in restoring the premises to a condition satisfactory to the District of Engineer, U.S. Army District, Savannah, Georgia."

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

NOTES TO FINANCIAL STATEMENTS - Continued
YEARS ENDED SEPTEMBER 30, 2021 and 2020

NOTE 19 – COMMITMENTS – Continued

2. “This lease may be revoked by the Secretary of the Army in the event the lessee violates any of the terms and conditions of this lease and continues and persists therein for a period of 30 days after notice thereof in writing by the said officer or in the event the said officer determined the premises are required for project purposes of/for a higher priority use.”

In management’s opinion, no conditions exist which would cause this lease to be revoked by the Secretary of the Army.

NOTE 20 – CONTINGENCIES – PPP LOAN

In May 2020, the Council received a loan in the amount of \$467,000 from the Small Business Administration Payroll Protection Program (“PPP”) which was established as part of the Coronavirus Aid, Relief, and Economic Security Act. At September 30, 2020, the Council reported the proceeds as a short-term loan payable. During the current fiscal year, the Council was granted forgiveness of this loan amount. Thus, \$467,000 has been recognized as grant revenue for the year ended September 30, 2021.

During March, 2021, the Council received a second PPP loan in the amount of \$469,200. These proceeds are recorded as a short-term loan payable at September 30, 2021

NOTE 21 – SUBSEQUENT EVENTS

Subsequent events have been evaluated through the date of the auditor’s report, which is the date the financial statements were available to be issued.