Financial Statements
September 30, 2020 and 2019

Girl Scouts of Utah

Independent Auditor's Report

To the Board of Directors
Girl Scouts of Utah
Salt Lake City, Utah

Report on the Financial Statements

We have audited the accompanying financial statements of Girl Scouts of Utah, which comprise the statements of financial position as of September 30, 2020 and 2019, 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 audit 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.

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

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Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Girl Scouts of Utah as of September 30, 2020 and 2019, 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.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information on page 22 is presented for the purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Eide Bailly LLP

Salt Lake City, Utah
January 15, 2021

	2020	2019
Assets		
Current assets		
Cash	$ 3,668,102	$ 2,128,679
Accounts receivable	37,141	15,950
Promises to give	375	2,890
Inventory	78,922	142,391
Prepaid expenses and other assets	33,786	22,046
Total current assets	3,818,326	2,311,956
Property and equipment, net	10,938,870	11,257,261
Long-term investments	4,630,274	4,250,453
Total assets	$ 19,387,470	$ 17,819,670
Liabilities and Net Assets		
Current liabilities		
Accounts payable	$ 71,898	$ 53,506
Accrued expenses and other liabilities	586,038	353,419
Funds held for others	19,249	6,832
Deferred revenue	4,467	109,349
Capital lease obligations - current portion	4,971	20,326
Paycheck Protection Program loan - current portion	42,088	-
Long term debt - current portion	166,215	151,326
Total current liabilities	894,926	694,758
Capital lease obligations, less current portion	4,032	9,123
Paycheck Protection Program loan, less current portion	467,891	-
Long term debt, less current portion	3,045,672	3,458,673
Total liabilities	4,412,521	4,162,554
Net Assets		
Without donor restrictions		
Undesignated	2,249,144	1,403,399
Invested in property and equipment, net of related debt	7,717,980	7,617,813
Board designated investments	4,630,274	4,250,453
	14,597,398	13,271,665
With donor restrictions	377,551	385,451
Total net assets	14,974,949	13,657,116
Total liabilities and net assets	$ 19,387,470	$ 17,819,670

	2020	2019
Net Assets without Donor Restrictions		
Revenue, support, and gains		
Donations	$ 149,588	$ 256,084
Program service fees	49,681	751,934
Cookie sales	7,138,386	5,980,829
Less cost of cookie sales	(2,274,328)	(2,255,605)
Net cookie sales	4,864,058	3,725,224
Fall product sales	48,583	-
Less cost of fall products	(25,220)	-
Net fall product sales	23,363	-
Gift shop sales	218,024	351,001
Less cost of goods sold	(175,121)	(172,750)
Net gift shop sales	42,903	178,251
Net investment return	385,456	177,704
Donated professional services	-	5,440
Lease income, net	18,493	16,699
Rental income	12,600	12,050
Other revenue	24,546	24,662
Special events revenue	141,726	247,952
Less cost of direct benefits to donors	(47,209)	(56,263)
Net special events revenue	94,517	191,689
Loss on disposal of equipment	(549)	-
Net assets released from restrictions	160,438	157,053
Total unrestricted revenue, support, and gains	5,825,094	5,496,790

	2020	2019
Expenses		
Program services expense		
Girls' services	3,469,986	4,013,591
Supporting services expense		
Management and general	649,222	723,740
Fundraising	380,153	299,204
Total expenses	4,499,361	5,036,535
Change in net assets without donor restrictions	1,325,733	460,255
Net Assets with Donor Restrictions		
Revenue, support, and gains		
Grants and contributions	152,538	164,357
Net assets released from restrictions	(160,438)	(157,053)
Change in net assets with donor restrictions	(7,900)	7,304
Change in Net Assets	1,317,833	467,559
Net Assets, Beginning of Year	13,657,116	13,189,557
Net Assets, End of Year	$ 14,974,949	$ 13,657,116

	Program Services	Supporting Services: Management and General	Fundraising	Total	Total Expenses
Salaries	$ 1,587,118	$ 316,385	$ 173,877	$ 490,262	$ 2,077,380
Benefits	379,395	75,630	41,564	117,194	496,589
Total salaries and benefits	1,966,513	392,015	215,441	607,456	2,573,969
Professional fees	160,583	32,011	17,592	49,603	210,186
Supplies	399,714	79,681	43,791	123,472	523,186
Cost of cookie sales	2,274,328	-	-	-	2,274,328
Cost of fall product sales	25,220	-	-	-	25,220
Cost of goods sold	175,121	-	-	-	175,121
Cost of direct benefits to donors	-	-	47,209	47,209	47,209
Telephone	65,951	13,147	7,225	20,372	86,323
Postage	11,133	2,219	1,219	3,438	14,571
Printing and publications	41,124	8,198	4,505	12,703	53,827
Occupancy, utilities, and building maintenance	150,788	30,059	16,520	46,579	197,367
Equipment rental, repairs and maintenance	64,884	12,934	7,108	20,042	84,926
Travel	44,936	8,958	4,923	13,881	58,817
Assistance to girls	25,254	5,034	2,767	7,801	33,055
Depreciation	302,243	60,251	33,112	93,363	395,606
Interest expense	102,483	20,430	11,228	31,658	134,141
Insurance	90,116	17,965	9,873	27,838	117,954
Bank charges, recruitment, bad debt, and other	44,264	8,824	4,849	13,673	57,937
	5,944,655	691,726	427,362	1,119,088	7,063,743
Less expenses included with revenues on the statement of activities					
Cost of cookie sales	(2,274,328)	-	-	-	(2,274,328)
Cost of fall product sales	(25,220)	-	-	-	(25,220)
Cost of goods sold	(175,121)	-	-	-	(175,121)
Cost of direct benefits to donors	-	-	(47,209)	(47,209)	(47,209)
Tenant allocated costs	-	(42,504)	-	(42,504)	(42,504)
Total expenses included in the expense section on the statement of activities	$ 3,469,986	$ 649,222	$ 380,153	$ 1,029,375	$ 4,499,361

	Program Services	Supporting Services: Management and General	Supporting Services: Fundraising	Supporting Services: Total	Total Expenses
Salaries	$ 1,599,610	$ 305,710	$ 119,247	$ 424,957	$ 2,024,567
Benefits	375,367	71,739	27,983	99,722	475,089
Total salaries and benefits	1,974,977	377,449	147,230	524,679	2,499,656
Professional fees	193,451	36,971	14,422	51,393	244,844
Supplies	605,412	115,704	45,132	160,836	766,248
Cost of cookie sales	2,255,606	-	-	-	2,255,606
Cost of goods sold	172,750	-	-	-	172,750
Cost of direct benefits to donors	-	-	56,263	56,263	56,263
Telephone	73,022	13,957	5,444	19,401	92,423
Postage	12,736	2,435	949	3,384	16,120
Printing and publications	56,856	10,866	4,238	15,104	71,960
Occupancy, utilities, and building maintenance	187,599	35,853	13,985	49,838	237,437
Equipment rental, repairs and maintenance	61,167	11,690	4,560	16,250	77,417
Travel	100,609	19,230	7,500	26,730	127,339
Assistance to girls	75,834	14,494	5,653	20,147	95,981
Depreciation	307,074	58,686	22,892	81,578	388,652
Interest expense	129,013	24,656	9,618	34,274	163,287
Insurance	103,416	19,766	7,709	27,475	130,891
Bank charges, recruitment, bad debt, and other	132,425	25,309	9,872	35,181	167,606
	6,441,947	767,066	355,467	1,122,533	7,564,480
Less expenses included with revenues on the statement of activities					
Cost of cookie sales	(2,255,606)	-	-	-	(2,255,606)
Cost of goods sold	(172,750)	-	-	-	(172,750)
Cost of direct benefits to donors	-	-	(56,263)	(56,263)	(56,263)
Tenant allocated costs	-	(43,326)	-	(43,326)	(43,326)
Total expenses included in the expense section on the statement of activities	$ 4,013,591	$ 723,740	$ 299,204	$ 1,022,944	$ 5,036,535

	2020	2019
Operating Activities		
Change in net assets	$ 1,317,833	$ 467,559
Adjustments to reconcile change in net assets to net cash from (used for) operating activities		
Depreciation	395,606	388,652
Loss on the disposal of property and equipment	549	-
Net realized and unrealized gain on investments	(318,011)	(90,546)
Changes in operating assets and liabilities		
Accounts receivable and promises to give	(18,676)	6,224
Inventory	63,469	(18,120)
Prepaid expenses and other assets	(11,740)	51,147
Accounts payable	18,392	(111,650)
Accrued expenses and other liabilities	232,619	(27,042)
Funds held for others	12,417	(466)
Deferred revenue	(104,882)	(18,396)
Net Cash from Operating Activities	1,587,576	647,362
Investing Activities		
Purchases of investments	(90,618)	(105,958)
Proceeds from sales of investments	28,808	443,609
Purchases of property and equipment	(77,764)	(167,727)
Net Cash from (used for) Investing Activities	(139,574)	169,924
Financing Activities		
Principal payments on capital lease obligations	(20,446)	(14,214)
Principal payments on long term debt	(398,112)	(131,639)
Proceeds from Paycheck Protection Program loan	509,979	-
Net Cash from (used for) Financing Activities	91,421	(145,853)
Net Change in Cash	1,539,423	671,433
Cash, Beginning of Year	2,128,679	1,457,246
Cash, End of Year	$ 3,668,102	$ 2,128,679
Supplemental Disclosure of Cash Flow Information		
Cash paid during the year for		
Interest	$ 135,620	$ 163,725

Note 1 - Principal Activity and Significant Accounting Policies

Organization

The jurisdiction of the Girl Scouts of Utah (the Council) covers the State of Utah and the city of Wendover, Nevada (with the exception of the Navajo Lands). The Council follows the mission statement of the Girl Scouts of the USA, which is, "Girl Scouting builds girls of courage, confidence, and character, who make the world a better place." Program services include activities that provide every girl a chance to practice a lifetime of leadership, adventure and success. The Council receives support from volunteers, including the elected Board of Directors and board committee members.

Cash

Cash consists of holdings in checking and savings accounts at a financial institution.

Cash does not include bank accounts held by Girl Scout troops and other groups such as service units under the federal identification number of Girl Scouts of Utah. Bank accounts held by troops and groups are not under the control of the Council, and therefore not included in these financial statements. The Council has no signature authority over and will not access the funds as long as a troop or group is functioning according to Girl Scout policy and procedure. Individual troops and groups have the responsibility to use funds in their control for the purposes of Girl Scouting as determined by the members and adult volunteers. If a troop or group is about to disband, the troop may use the funds to pay for lifetime memberships in Girl Scouts of the USA, to pay for a final group activity, to donate to groups or projects they consider worthwhile, to donate to the Juliette Lowe Fund (a separate nonprofit organization) or to the Girl Scouts of Utah's financial assistance funds. If a troop or group disbands without making a determination as to the final distribution of funds, the funds will revert to the Council for holding for a period of 12 months in case the troop re-forms or members of the troop join other troops. If, after this time, funds are not claimed, they will be considered a donation to the Girl Scouts of Utah outreach program.

Receivables and Credit Policies

Accounts receivable consist primarily of amounts due from Girl Scouts related to cookie sales. Management determines the allowance for uncollectible accounts receivable based on historical experience, an assessment of economic conditions, and a review of subsequent collections. Accounts receivable are written off when deemed uncollectible. No allowance for uncollectible accounts receivable was recorded at September 30, 2020 and 2019.

Promises to Give

The Council records unconditional promises to give that are expected to be collected within one year at net realizable value. Unconditional promises to give expected to be collected in future years are initially recorded at fair value using present value techniques incorporating risk-adjusted discount rates designated to reflect the assumptions market participants would use in pricing the asset. In subsequent years, amortization of the discounts is included in contribution revenue in the statements of activities.

Allowance for uncollectible promises to give is determined based on historical experience, an assessment of economic conditions, and a review of subsequent collections. Promises to give are written off when deemed uncollectible. At September 30, 2020 and 2019, the allowance was $0.

Inventory

Inventory is primarily comprised of program-related merchandise held for sale in the gift shops and is stated at the lower of cost or net realizable value, determined on a first-in, first-out basis.

Property and Equipment

Property and equipment additions over $2,500, and all livestock, are recorded at cost or, if donated, at fair value on the date of donation. Depreciation and amortization are computed using the straight-line method over the estimated useful lives of the assets ranging from 3 to 39 years or, in the case of capitalized leased assets or leasehold improvements, the lesser of the useful life of the asset or the lease term. Livestock is recorded at cost and is depreciated over seven years. When assets are sold or otherwise disposed of, the cost and related depreciation or amortization are removed from the accounts, and any resulting gain or loss is included in the statements of activities. Costs of maintenance and repairs that do not improve or extend the useful lives of the respective assets are expensed currently.

The Council reviews the carrying values of property and equipment for impairment whenever events or circumstances indicate that the carrying value of an asset may not be recoverable from the estimated future cash flows expected to result from its use and eventual disposition. When considered impaired, an impairment loss is recognized to the extent carrying value exceeds the fair value of the asset. There were no indicators of asset impairment during the years ended September 30, 2020 and 2019.

Investments

Investment purchases are recorded at cost or, if donated, at fair value on the date of donation. Thereafter, investments are reported at their fair values in the statements of financial position. Net investment return is reported in the statements of activities and consists of interest and dividend income, realized and unrealized capital gains and losses, less external investment expenses.

Net Assets

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions. The governing board has designated, from net assets without donor restrictions, certain amounts to be used for operating and replacement reserves and a board designated endowment as more fully described in Note 9.

Net Assets With Donor Restrictions – Net assets subject to donor (or certain grantor) restrictions. Some donor imposed (or grantor) restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. The Council reports contributions restricted by donors as increases in net assets with donor restrictions if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends, or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions. Gifts of long-lived assets and gifts of cash restricted for the acquisition of long-lived assets are recognized as revenue when the assets are placed in service. Donor restricted funds are released when a restriction expires, that is, when the stipulation time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

Revenue and Revenue Recognition

Revenue is recognized from sales of products and services when the products are transferred, and the services are provided. Gift shop sales are recognized at the time of purchase. The Council records special events revenue when the event has been performed. Program service fees received in advance are deferred to the applicable period in which the related services are performed, or expenditures are incurred, respectively.

Contributions are recognized when cash, securities or other assets, an unconditional promise to give, or notification of a beneficial interest is received. Conditional promises to give, that is, those with a measurable performance or other barrier, and a right of return, are not recognized until the conditions on which they depend have been substantially met.

Cookie Activity Credits

As a sales incentive, the Council issues credits to those who sell a certain number of cookies, which are redeemable for program and membership fees and Girl Scout merchandise. The value of these credits is recorded under supplies in the statements of functional expense. Unredeemed and available credits are reflected in the financial statements as accrued expenses. Accrued credits as of September 30, 2020 and 2019, totaled $344,083 and $136,138, respectively. Credits expire within a specified time period and are charged back to accrued expenses upon expiration. Management has established a policy to record 80-85% of activity credits based upon the historical usage of credits. Management believes this is the best estimate of credits which will be used before their expiration.

Donated Services and In-Kind Contributions

Volunteers contribute significant amounts of time to the Council's program services, administration, and fundraising and development activities; however, the financial statements do not reflect the value of these contributed services because they do not meet recognition criteria prescribed by generally accepted accounting principles. Contributed goods are recorded at fair value at the date of donation. The Council records donated professional services at the respective fair values of the services received. No significant contributions of such goods or services were received during the years ended September 30, 2020 and 2019, respectively.

Advertising Costs

Advertising costs are expensed as incurred, and totaled $4,744 and $5,296 during the years ended September 30, 2020 and 2019, respectively.

Functional Allocation of Expenses

The costs of program and supporting services activities have been summarized on a functional basis in the statements of activities. The statements of functional expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited. The financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. The expenses are allocated on the basis of estimates of time and effort.

The financial statements report categories of expenses that are attributed to program service activities or supporting services activities. The expenses are generally directly attributable to a functional category with no significant allocations between program service activities and supporting service activities occurring.

Income Taxes

The Council is organized as a Utah nonprofit corporation and has been recognized by the Internal Revenue Service (IRS) as exempt from federal income taxes under IRC Section 501(a) as organizations described in IRC Section 501(c)(3), qualifies for the charitable contribution deduction and has been determined not to be a private foundation. The Council is annually required to file a Return of Organization Exempt from Income Tax (Form 990) with the IRS. In addition, the Council is subject to income tax on net income that is derived from business activities that are unrelated to its exempt purpose. The Council has determined it is not subject to unrelated business income tax and has not filed an Exempt Organization Business Income Tax Return (Form 990-T) with the IRS to report its unrelated business taxable income.

The Council believes that it has appropriate support for any tax positions taken affecting its annual filing requirements and, as such, does not have any uncertain tax positions that are material to the financial statements. The Council would recognize future accrued interest and penalties related to unrecognized tax benefits and liabilities in income tax expense if such interest and penalties are incurred.

Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires the Council to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates, and those differences could be material.

Financial Instruments and Credit Risk

Deposit concentration risk is managed by placing cash and cash equivalents with financial institutions believed by management to be creditworthy. At times, amounts on deposit may exceed insured limits. To date, no losses have been experienced in any of these accounts. Credit risk associated with accounts receivable and promises to give is considered to be limited due to high historical collection rates and because substantial portions of the outstanding amounts are due from those supportive of the Council's mission. Investments are made by diversified investment managers whose performance is monitored by management and the Investment Committee of the Board of Directors. The investment objective of the Council is to manage the financial assets to earn an appropriate rate of return based on risk tolerance, investment time horizon, and asset allocation. Although the fair values of investments are subject to fluctuation on a year-to-year basis, management and the Investment Committee believe that the investment policies and guidelines are prudent for the long-term welfare of the Council.

Additionally, a significant portion of the Council's revenues result from the annual cookie program campaign. Loss of this revenue source would have a significant adverse effect upon the Council.

Adoption of Financial Accounting Standards Board (FASB) Accounting Standards Update 2018-08

The Council has adopted the provisions of FASB Accounting Standard Update (ASU) 2018-08, *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made* (ASU 2018-08) applicable to contributions made. ASU 2018-08 clarifies and improves the scope and the accounting guidance for contributions received and contributions made. Management has adopted this standard because it assists the Council in evaluating whether transactions should be accounted for as contributions or exchange transactions and in determining whether a contribution is conditional.

As of October 1, 2019, the Council has implemented the provisions of ASU 2018-08 applicable to contributions received on a modified prospective basis to agreements that were not completed as of the date of adoption or were entered after the date of adoption. Management has determined that the adoption of this standard did not have a significant impact on the Council's financial statements.

Subsequent Events

Subsequent events have been evaluated through January 15, 2021, the date the financial statements were available to be issued.

Note 2 - Liquidity and Availability

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 date, comprise the following:

	2020	2019
Cash	$ 3,668,102	$ 2,128,679
Accounts receivable	37,141	15,950
Promises to give	375	2,890
	$ 3,705,618	$ 2,147,519

Board designated reserve funds totaling $4,630,274 can be made available, if necessary.

As part of a liquidity management plan, cash in excess of operating requirements is invested in income, equity and bond funds.

Note 3 - Fair Value Measurements and Disclosures

Certain assets are reported at fair value in the financial statements. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction in the principal, or most advantageous, market at the measurement date under current market conditions regardless of whether that price is directly observable or estimated using another valuation technique. Inputs used to determine fair value refer broadly to the assumptions that market participants would use in pricing the asset or liability, including assumptions about risk. Inputs may be observable or unobservable. Observable inputs are inputs that reflect the assumptions market participants would use in pricing the asset or liability based on market data obtained from sources independent of the reporting entity. Unobservable inputs are inputs that reflect the reporting entity's own assumptions about the assumptions market participants would use in pricing the asset or liability based on the best information available. A three-tier hierarchy categorizes the inputs as follows:

Level 1 – Quoted prices (unadjusted) in active markets for identical assets or liabilities that can be accessed at the measurement date.

Level 2 – Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. These include quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, inputs other than quoted prices that are observable for the asset or liability, and market-corroborated inputs.

Level 3 – Unobservable inputs for the asset or liability. In these situations, inputs are developed using the best information available in the circumstances.

In some cases, the inputs used to measure the fair value of an asset or a liability might be categorized within different levels of the fair value hierarchy. In those cases, the fair value measurement is categorized in its entirety in the same level of the fair value hierarchy as the lowest level input that is significant to the entire measurement. Assessing the significance of a particular input to entire measurement requires judgment, taking into account factors specific to the asset or liability. The categorization of an asset within the hierarchy is based upon the pricing transparency of the asset and does not necessarily correspond to the Council's assessment of the quality, risk or liquidity profile of the asset or liability.

All of the investment assets are classified within Level 1 because they comprise open-end income, equity and bond funds with readily determinable fair values based on daily redemption values.

The following table presents assets measured at fair value on a recurring basis, except those measured at cost as identified below, at September 30, 2020:

		Fair Value Measurements at Report Date Using		
	Total	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Board Designated Investments				
Cash and cash equivalents (at cost)	$ 128,928	$ -	$ -	$ -
Income, equity and bond funds	4,501,346	4,501,346	-	-
	$ 4,630,274	$ 4,501,346	$ -	$ -

The following table presents assets measured at fair value on a recurring basis, except those measured at cost as identified below, at September 30, 2019:

		Fair Value Measurements at Report Date Using		
	Total	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Board Designated Investments				
Cash and cash equivalents (at cost)	$ 134,914	$ -	$ -	$ -
Income, equity and bond funds	4,115,539	4,115,539	-	-
	$ 4,250,453	$ 4,115,539	$ -	$ -

Note 4 - Property and Equipment

Property and equipment consists of the following at September 30:

	2020	2019
Land and Land Improvements	$ 4,767,891	$ 4,767,891
Buildings and Improvements		
Administrative buildings	2,011,916	1,984,898
Camp Cloud Rim	3,637,114	3,629,214
Trefoil Ranch	7,259,075	7,244,771
Total buildings and improvements	12,908,105	12,858,883
Equipment and Livestock		
Office equipment	418,363	402,285
Camp equipment	258,421	258,421
Vehicles	219,913	207,440
Livestock	30,000	31,300
Total equipment and livestock	926,697	899,446
	18,602,693	18,526,220
Less accumulated depreciation and amortization	(7,663,823)	(7,268,959)
	$ 10,938,870	$ 11,257,261

In January 2020, the Council and Park City completed a nonmonetary land exchange. The Council transferred 177 of their previously held 236 acres of land to Park City. The crucial property the Council gained in the exchange, which was under a restrictive conservation easement prior to the exchange, consists of 16 acres of property developed by the Council. The 16 acres, which includes structures such as cabins, restrooms/shower houses, a water treatment plant, and five acres of waterfront property with a dock and boathouse, were previously on land leased from Park City. Following the exchange, and including property already owned by the Council, the total land mass for Camp Cloud Rim now totals 93 acres.

The nonmonetary land exchange did not impact the terms of the Council's long-term debt.

Note 5 - Paycheck Protection Program Loan

During the year ended September 30, 2020, the Council was issued an uncollateralized loan totaling $509,979 under the Payment Protection Program (PPP) by a Small Business Administration (SBA) approved partner. The Council is eligible for up to 100% loan forgiveness of the amount due on the loan in an amount equal to the sum of the covered costs under the PPP. The Council has recorded a note payable and will record forgiveness upon being legally released from the loan obligation by the SBA. No forgiveness income has been recorded for the year ended September 30, 2020. The loan requires monthly payments of $21,471 beginning upon the later of August 19, 2021, or further communication from the SBA, accrues interest at 1.0% per annum, and is due in full in August of 2023. As of September 30, 2020, the full amount of the PPP loan was outstanding, with $42,088 classified as current (and due during the year ended September 30, 2021) and the remaining $467,891 classified as noncurrent notes payable (and due during the years ended September 30, 2022 and 2023) on the accompanying statement of financial position.

Note 6 - Long-Term Debt

Long-term debt consists of the following at September 30:

	2020	2019
A 3.65% note payable, due in monthly installments of $23,382, including interest, beginning February 1, 2018 through January 1, 2023, when the remaining balance is due, secured by the Council headquarters and Trefoil Ranch. Interest previously accrued at 3.99% and was modified to 3.65% effective September 1, 2019.	$ 3,211,887	$ 3,609,999
	3,211,887	3,609,999
Less current portion	(166,215)	(151,326)
Noncurrent portion	$ 3,045,672	$ 3,458,673

Future maturities of long-term debt are as follows:

Years Ending September 30,	
2021	$ 166,215
2022	172,384
2023	2,873,288
	$ 3,211,887

Note 7 - Leases

The Council leases office space and equipment under various operating leases, and equipment under various capital leases expiring at various dates through 2024.

Future minimum lease payments are as follows:

Years Ending September 30,	Capital Leases	Operating Leases
2021	$ 4,971	$ 65,684
2022	1,850	16,253
2023	1,940	-
2024	1,005	-
Total minimum lease payments	9,766	$ 81,937
Less amount representing interest	(763)	
Capital lease obligation	$ 9,003	

Rent expense for the years ended September 30, 2020 and 2019 totaled $67,392 and $65,273, respectively.

Leased property under capital leases at September 30, 2020 and 2019 includes the following:

	2020	2019
Office equipment	93,605	$ 93,605
Less accumulated amortization	(84,452)	(65,731)
	$ 9,153	$ 27,874

Note 8 - Board Designated Net Assets without Donor Restriction

Board designated net assets without donor restrictions consist of the following at September 30:

	2020	2019
Operating reserve funds	$ 3,495,905	$ 3,205,111
Fixed asset replacement funds	786,671	725,404
Board designated endowment	347,698	319,938
	$ 4,630,274	$ 4,250,453

The Council established an operating reserve to comply with Girl Scouts of the USA's request to maintain nine months of operating funds in reserve. Sources of these longer-term investments may include campaigns, investment income and surplus funds from prior years.

The Council designates a portion of cookie sales for fixed asset replacements or other capital expenditures including, but not limited to, buildings, land, and equipment. Capital purchases are initially made with operating funds and then annually reimbursed using fixed asset replacement funds.

The Council established an endowment fund to guarantee an independent base of financial stability to carry out the mission of the Girl Scouts of the USA. The endowment fund is approximately 8 percent of the total Council investments. The Council considers the following factors in making a determination to accumulate board designated endowment funds:

- The duration and preservation of the fund
- The purposes of the Council and the board designated endowment fund
- General economic conditions
- The possible effect of inflation and deflation
- The expected total return from income and the appreciation of investments
- Other resources of the Council
- The investment policies of the Council

The Board of Directors approved a resolution on September 30, 2019 to temporarily suspend the endowment policy until the close of the 2021 cookie sale, at which point the Finance and Investment Committee will revisit the terms of the policy.

Note 9 - Net Assets with Donor Restrictions

Net assets with donor restrictions are restricted for the following purposes or periods.

	2020	2019
Trefoil	$ 100,815	$ 100,815
Specific program services	36,428	20,000
Outreach	98,481	97,162
Camperships	71,169	47,849
Camp Cloud Rim	-	43,453
Promises to give	375	2,890
Cornelia Benton Scholarship	62,216	65,215
Heritage	1,067	1,067
Capital campaign - Camp Cloud Rim	2,000	2,000
Older Girl Destination	5,000	5,000
	$ 377,551	$ 385,451

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or other events specified by the donor as follows for the years ended September 30, 2020 and 2019:

	2020	2019
Trefoil	$ 23,085	$ 9,000
Specific program services	18,210	20,758
Outreach	50,125	31,327
Camperships	-	36,277
Camp Cloud Rim	66,018	52,936
Cornelia Benton Scholarship	3,000	2,755
Program Stem	-	4,000
	$ 160,438	$ 157,053

Note 10 - Employee Benefits

The Council participates in the National Girl Scout Council Retirement Plan, 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. Although net plan assets grew during the current year, net plan assets available for plan benefits continue to be less than the actuarial present value of accumulated plan benefits as of January 1, 2017. Contributions made for the years ended September 30, 2020 and 2019 were $142,578 and $146,940, respectively.

The Council implemented a 401(k) retirement plan effective January 1, 2000. Employees over 18 years of age are eligible to participate, with the Council matching 100 percent of the employee contribution up to 4 percent of compensation. Council contributions vests immediately. The Council's contributions to the plan during the years ended September 30, 2020 and 2019, totaled $70,490 and $62,086, respectively.

Note 11 - Commitments and Contingencies

As described in Note 11, the Council participates in a defined benefit pension plan sponsored by Girl Scouts of the USA which, at January 1, 2020 and 2019, has an unfunded accumulated plan benefit obligation in excess of plan assets. Currently the plan stipulates that the Council's contribution rate cannot exceed 16 percent of covered payroll. However, these rates are subject to change based on future market performance and future decisions regarding the timing and amounts of future benefit obligation funding. The Council will continue to fund its share of the annual unfunded accumulated plan benefit in excess of plan assets.

Note 12 - Non-Related Business Segment

The Council owns its own building and rents out approximately 11 percent of the building to tenants who are not related to the Council's nonprofit business operations. At September 30, 2020, 100 percent of the building space available for lease is occupied by tenants. It is the policy of the Council to net all tenant related revenues and expenses which consist of:

	2020	2019
Lease income	$ 60,997	$ 60,025
Less related expenses	(42,504)	(43,326)
Net lease income	$ 18,493	$ 16,699

As of September 30, 2020, the Council has a non-cancelable lease with a lease term of four years through December 2023. One of the leases expired on April 30, 2019 and the tenant is paying month-to-month until a new lease agreement is entered into.

Future minimum lease receipts are as follows:

Years Ending September 30,	
2021	$ 40,743
2022	41,403
2023	42,063
2024	10,557
	$ 134,766

Note 13 - Related Party Transactions

During the years ended September 30, 2020 and 2019, the Council purchased inventory, incurred software fees, and paid for services performed by an interim CEO totaling $99,278 and $136,281, respectively, from the Girl Scouts of the USA national organization. Of these amounts, $7,590 and $0 are included in accounts payable at September 30, 2020 and 2019, respectively.

Note 14 - Risks and Uncertainties

During 2020, the world-wide coronavirus pandemic impacted national and global economies. The Council is closely monitoring its operations, liquidity and capital resources and is actively working to minimize the current and future impact of this unprecedented situation. As of the date of issuance of these financial statements, the current and future full impact to the Council is not known.

Supplementary Information
September 30, 2020

Girl Scouts of Utah

Report on Cookie Sales

Product sales		$ 7,138,386
Cost of products	1,582,346	
Troop proceeds	645,619	
Service unit proceeds	46,363	
Total costs		2,274,328
Net proceeds		$ 4,864,058

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CPAs & BUSINESS ADVISORS

January 15, 2021

To the Board of Directors
Girl Scouts of Utah
Salt Lake City, Utah

We have audited the financial statements of Girl Scouts of Utah as of and for the year ended September 30, 2020, and have issued our report thereon dated January 15, 2021. Professional standards require that we advise you of the following matters relating to our audit.

Our Responsibility in Relation to the Financial Statement Audit

As communicated in our engagement letter dated September 20, 2020, our responsibility, as described by professional standards, is to form and express an opinion about whether the financial statements that have been prepared by management with your oversight are presented fairly, in all material respects, in accordance with accounting principles generally accepted in the United States of America. Our audit of the financial statements does not relieve you or management of its respective responsibilities.

Our responsibility, as prescribed by professional standards, is to plan and perform our audit to obtain reasonable, rather than absolute, assurance about whether the financial statements are free of material misstatement. An audit of financial statements includes consideration of internal control over financial reporting as a basis for designing 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 over financial reporting. Accordingly, as part of our audit, we considered the internal control of Girl Scouts of Utah solely for the purpose of determining our audit procedures and not to provide any assurance concerning such internal control.

We are also responsible for communicating significant matters related to the audit that are, in our professional judgment, relevant to your responsibilities in overseeing the financial reporting process. However, we are not required to design procedures for the purpose of identifying other matters to communicate to you.

Planned Scope and Timing of the Audit

We conducted our audit consistent with the planned scope and timing we previously communicated to you.

Compliance with All Ethics Requirements Regarding Independence

The engagement team, others in our firm, as appropriate, our firm, and other firms utilized in the engagement, if applicable, have complied with all relevant ethical requirements regarding independence.

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Qualitative Aspects of the Entity's Significant Accounting Practices

Significant Accounting Policies

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by Girl Scouts of Utah are described in Note 1 to the financial statements. As described in Note 1, the Organization has adopted the provisions of Financial Accounting Standards Board Accounting Standards Update No. 2018-08, *Clarifying the Scope of the Accounting Guidance for Contributions Received and Contributions Made*. The Update was applied to the financial statements on a modified prospective basis to agreements that were not completed as of the date of adoption or were entered into after the date of adoption. We noted no transactions entered into by the Company during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Significant Accounting Estimates

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's current judgments. Those judgments are normally based on knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ markedly from management's current judgments. The most sensitive accounting estimate affecting the financial statements is estimating an accrual for activity credits at fiscal year-end. Management's estimate of the accrual for activity credits is based on historical experience.

Financial Statement Disclosures

The financial statement disclosures are neutral, consistent, and clear.

Significant Difficulties Encountered during the Audit

We encountered no significant difficulties in dealing with management relating to the performance of the audit.

Uncorrected and Corrected Misstatements

For purposes of this communication, professional standards require us to accumulate all known and likely misstatements identified during the audit, other than those that we believe are trivial, and communicate them to the appropriate level of management. Further, professional standards require us to also communicate the effect of uncorrected misstatements related to prior periods on the relevant classes of transactions, account balances or disclosures, and the financial statements as a whole. There were no uncorrected or corrected misstatements identified as a result of our audit procedures.

Disagreements with Management

For purposes of this letter, professional standards define a disagreement with management as a matter, whether or not resolved to our satisfaction, concerning a financial accounting, reporting, or auditing matter, which could be significant to the financial statements or the auditor's report. No such disagreements arose during the course of the audit.

Representations Requested from Management

We have requested certain written representations from management that are included in the management representation letter dated January 15, 2021.

Management's Consultations with Other Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters. Management informed us that, and to our knowledge, there were no consultations with other accountants regarding auditing and accounting matters.

Other Significant Matters, Findings or Issues

In the normal course of our professional association with Girl Scouts of Utah, we generally discuss a variety of matters, including the application of accounting principles and auditing standards, operating conditions affecting the entity, and operating plans and strategies that may affect the risks of material misstatement. None of the matters discussed resulted in a condition to our retention as Girl Scouts of Utah's auditors.

Other Matters

With respect to the supplementary information, we made certain inquires of management and evaluated the form, content, and methods of preparing the information to determine that the information complies with accounting principles generally accepted in the United States of America, the method of preparing it has not changed from the prior period, and the information is appropriate and complete in relation to our audit of the financial statements. We compared and reconciled the supplementary information to the underlying accounting records used to prepare the financial statements or to the financial statements themselves.

This report is intended solely for the information and use of the board of directors and management of Girl Scouts of Utah, and is not intended to be, and should not be, used by anyone other than these specified parties.

Eide Bailly LLP

Salt Lake City, Utah

January 15, 2021

To the Board of Directors
Girl Scouts of Utah
Salt Lake City, Utah

In planning and performing our audit of the financial statements of Girl Scouts of Utah as of and for the year ended September 30, 2020, in accordance with auditing standards generally accepted in the United States of America, we considered Girl Scouts of Utah's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we do not express an opinion on the effectiveness of Girl Scouts of Utah's internal control.

Our consideration of internal control was for the limited purpose described in the preceding paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and, therefore, material weaknesses or significant deficiencies may exist that were not identified. However, as discussed below, we identified a certain deficiency in internal control that we consider to be a significant deficiency.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control over financial reporting, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A reasonable possibility exists when the likelihood of an event occurring is either reasonably possible or probable as defined as follows:

- *Reasonably possible*. The chance of the future event or events occurring is more than remote but less than likely.
- *Probable*. The future event or events are likely to occur.

A significant deficiency is a deficiency, or a combination of deficiencies, in internal control over financial reporting that is less severe than a material weakness, yet important enough to merit attention by those charged with governance. We consider the following deficiency in the entity's internal control to be a significant deficiency:

Internal Control over the Preparation of Financial Statements

Management does not have an internal control system designed to provide the preparation of the Organization's financial statements and related financial statement disclosures being audited. In conjunction with the completion of our audit, we were requested to draft the financial statements and accompanying notes to those financial statements. Although this circumstance is not unusual for an organization of your size, the preparation of financial statements as a part of the audit engagement may result in financial statements and related information included in financial statement disclosures not being available for management purposes as timely as it would be if prepared by management.

It is the responsibility of management and those charged with governance to determine whether to accept the risk associated with this condition because of cost or other considerations.

This communication is intended solely for the information and use of management, board of directors, and others within the organization, and is not intended to be, and should not be, used by anyone other than these specified parties.

Eide Bailly LLP

Salt Lake City, Utah