

2023 Treasurer's Report

as presented at 2024 Annual Meeting

Theresa Batliner

Assets

Assets	2022	2023
Cash	\$508,868	\$365,693
Accounts receivable	\$61,305	\$383
Promises to give, net	\$81,706	\$245,664
Grants receivable	\$246,000	\$236,249
ERTC receivable	\$1,115,511	\$ —
Prepaid expenses	\$71,683	\$52,550
Inventories	\$154,030	\$134,612
Investments	\$6,746,389	\$8,375,301
Beneficial interests in perpetual trusts	\$2,192,225	\$2,437,279
Land, buildings and equipment, net	\$8,005,349	\$7,905,334
Right of use asset - finance leases, net	\$ —	\$47,654
Right of use asset - operating leases, net	\$35,662	\$2,875
Total Assets	\$19,218,728	\$19,803,594



Liabilities and Net Assets

Liabilities	2022	2023
Accounts payable and accrued expenses	\$258,597	\$199,509
Accrued vacation	\$177,876	\$200,153
Custodial funds	\$31,168	\$39,526
Deferred revenue	\$84,941	\$102,958
Security deposit	\$14,849	\$16,203
Notes payable	\$2,795,945	\$2,795,945
Lease liabilities - finance leases	\$ —	\$48,270
Lease liabilities - operating leases	\$35,662	\$2,875
Total Liabilities	\$3,399,038	\$3,405,439

Total Liabilities and Net Assets:

2022: \$19,218,728

2023: \$19,803,594

Net Assets	2022	2023
<i>Without donor restrictions</i>		
Undesignated	\$4,835,325	\$4,610,365
Board designated	\$362,583	\$490,714
Land, buildings and equipment, net of mortgage	\$5,209,404	\$5,109,389
Total Net Assets without Donor Restrictions	\$10,407,312	\$10,210,468

Net Assets	2022	2023
<i>With donor restrictions</i>		
Restricted by purpose or time	\$2,023,916	\$2,548,548
Restricted in perpetuity	\$3,388,462	\$3,639,139
Total Net Assets with Donor Restrictions	\$5,412,378	\$6,187,687
Total Net Assets	\$15,819,690	\$16,398,155



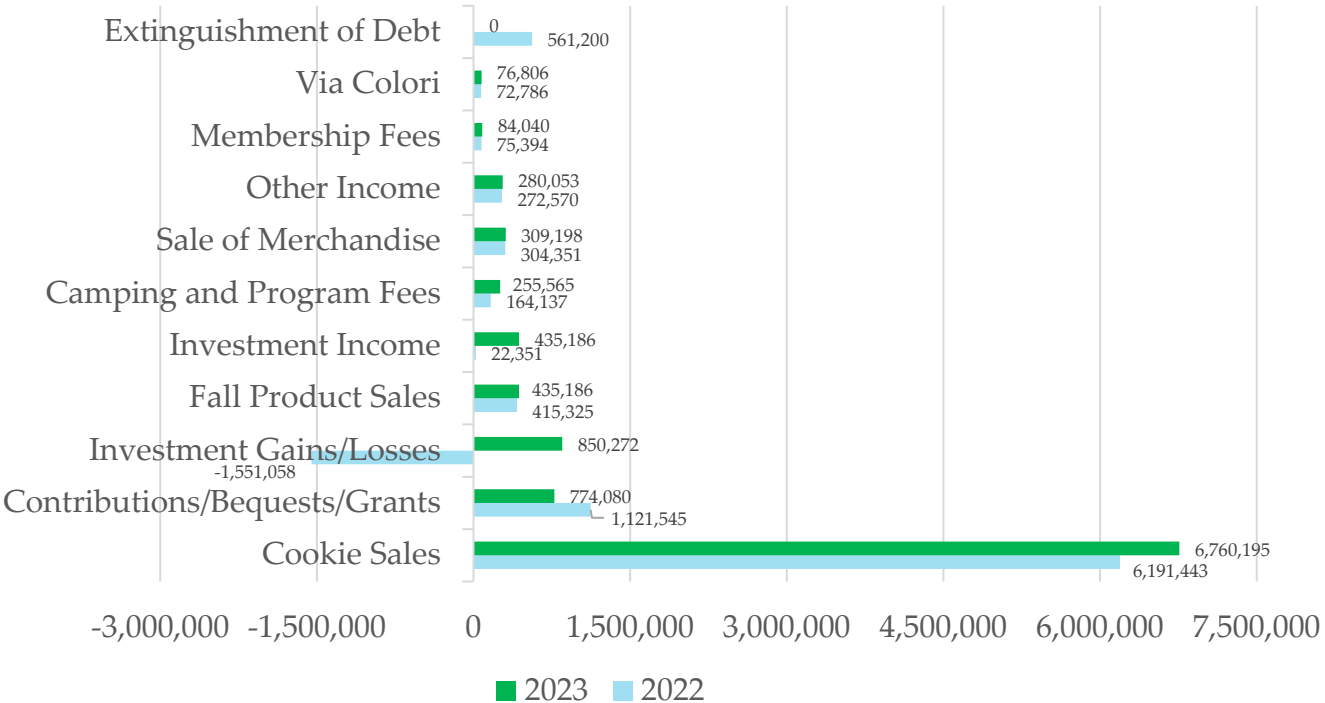
Analysis of Total Revenue

2022	Amount	Percent
Contributions/Bequests/ Grants	\$1,121,545	14.7%
Via Colori	\$72,786	1.0%
Cookie Sales	\$6,191,443	80.9%
Fall Product Sales	\$415,325	5.4%
Camping and Program Fees	\$164,137	2.1%
Membership Fees	\$75,394	1.0%
Sales of Merchandise	\$304,351	4.0%
Investment Income	\$22,351	0.3%
Investment Gains and Losses	(\$1,551,058)	-20.3%
Extinguishment of Debt	\$561,200	7.3%
Other Income	\$272,570	3.6%
Total	\$7,650,044	100%
Per Audited FS	\$4,883,271	
Add direct costs of revenue	\$2,766,773	
	\$7,650,044	

2023	Amount	Percent
Contributions/Bequests/ Grants	\$774,080	7.6%
Via Colori	\$76,806	0.8%
Cookie Sales	\$6,760,195	66.3%
Fall Product Sales	\$435,186	4.3%
Camping and Program Fees	\$255,565	2.5%
Membership Fees	\$84,040	0.8%
Sales of Merchandise	\$309,198	3%
Investment Income	\$369,157	3.6%
Investment Gains and Losses	\$850,272	8.3%
Extinguishment of Debt	\$ —	0%
Other Income	\$280,053	2.7%
Total	\$10,194,552	100%
Per Audited FS	\$7,077,922	
Add direct costs of revenue	\$3,116,630	
	\$10,194,552	



Analysis of Total Revenue



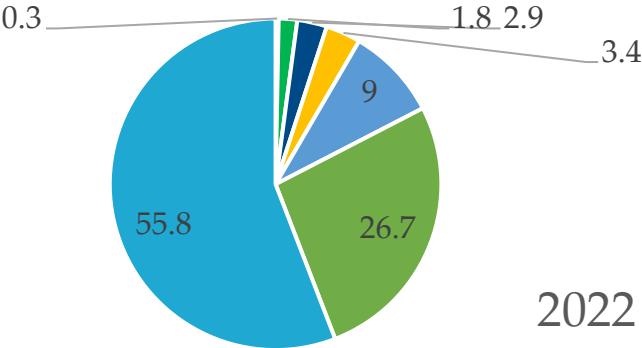
Analysis of Total Expenses

2022	Amount	Percent
Via Colori	\$29,521	0.3%
Cookie Sales	\$2,289,812	26.7%
Fall Product Sales	\$290,418	3.4%
Sale of Merchandise	\$157,022	1.8%
Program Services	\$4,779,662	55.8%
Management and General	\$769,177	9.0%
Fundraising	\$251,402	2.9%
Total	\$8,567,014	100%
Per Audited FS	\$5,800,241	
Add back direct costs	\$2,766,773	
	\$8,567,014	

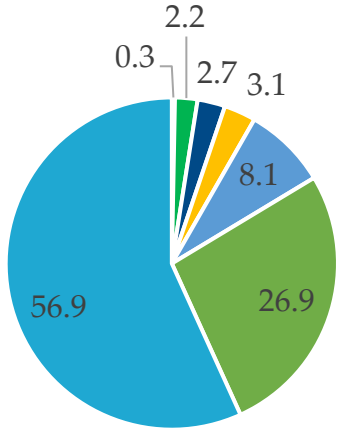
2023	Amount	Percent
Via Colori	\$24,117	0.3%
Cookie Sales	\$2,582,640	26.9%
Fall Product Sales	\$297,401	3.1%
Sale of Merchandise	\$212,472	2.2%
Program Services	\$5,467,069	56.9%
Management and General	\$776,968	8.1%
Fundraising	\$255,420	2.7%
Total	\$9,616,087	100%
Per Audited FS	\$6,499,457	
Add back direct costs	\$3,116,630	
	\$9,616,087	



Analysis of Total Expenses



- Via Colori
- Merchandise
- Fundraising
- Fall Product
- Management/General
- Cookies
- Program

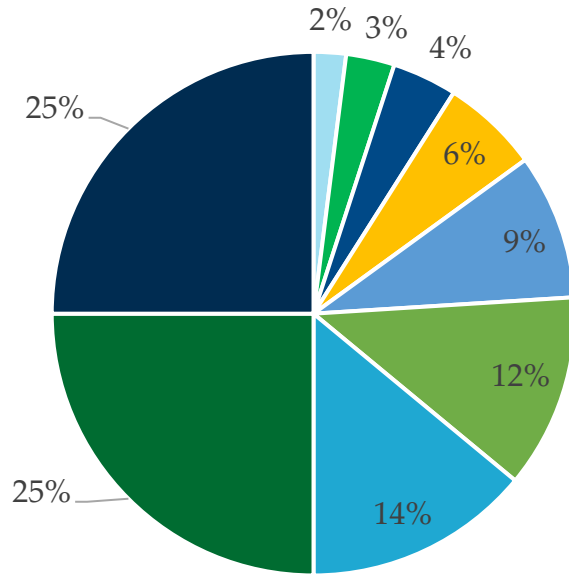


2023

- Via Colori
- Merchandise
- Fundraising
- Fall Product
- Management/General
- Cookies



How the Cookie Crumbles: Expenses by Function 2023



- Training
- Marketing
- Program
- Technology
- Member Recruiting
- Properties
- Fundraising
- Management/General
- Member Support

