

## Girl Scouts of Virginia Skyline, Inc Budget Comparison FY21 to FY22

	Adopted Budget FY 21	Adopted Budget FY 22	Increase (Decrease) over FY 21 Budget	Percentage Change
<b>Operating Activities</b>				
Public Support				
General Operating Contributions	\$195,000	\$195,000	\$0.00	0.00%
General Operating Pledge Income	\$5,000	\$5,000	\$0	0.00%
General Operating Event Income	\$28,000	\$25,000	(\$3,000)	-10.71%
Restricted & All Other Contributions	\$45,000	\$45,000	\$0	0.00%
United Way Allocations	\$12,000	\$12,000	\$0	0.00%
United Way Donor Designations	\$10,000	\$10,000	\$0	0.00%
<b>Total Public Support</b>	<b>\$295,000</b>	<b>\$292,000</b>	<b>(\$3,000)</b>	<b>-1.02%</b>
Revenue				
Fall Product Sale (Net)	\$65,125	\$62,866	(\$2,259)	-3.47%
Cookie Sale (Net)	\$1,521,758	\$1,512,220	(\$9,538)	-0.63%
Council Shop Sales (Net)	\$42,675	\$38,825	(\$3,850)	-9.02%
Property Rental Income	\$33,000	\$19,000	(\$14,000)	-42.42%
Program Service Income	\$25,830	\$35,135	\$9,305	36.02%
All Other Revenue	\$387,890	\$157,000	(\$230,890)	-59.52%
<b>Total Other Revenue</b>	<b>\$2,076,278</b>	<b>\$1,825,046</b>	<b>(\$251,232)</b>	<b>-12.10%</b>
<b>Total Revenue</b>	<b>\$2,371,278</b>	<b>\$2,117,046</b>	<b>(\$254,232)</b>	<b>-10.72%</b>
Funds Allocated by Board from Previous Year profits for Property Improvements		\$182,200	\$182,200	N/A
<b>Adjusted Revenue</b>		<b>\$2,299,246</b>	<b>-\$72,032</b>	<b>-3.04%</b>

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	Adopted Budget FY 21	Adopted Budget FY 22	Increase (Decrease) over FY 21 Budget	Percentage Change
<b>Expenses</b>				
Personnel Costs				
Salaries	\$1,136,545	\$833,150	(\$303,395)	-26.69%
Health & Retirement Benefits	\$266,551	\$328,832	\$62,281	23.37%
Payroll Taxes & Workers Comp Ins	\$92,846	\$75,458	(\$17,388)	-18.73%
Total Personnel Costs	\$1,495,942	\$1,237,440	(\$258,502)	-17.28%
Other Administrative Expenses				
Professional Fees	\$174,655	\$162,734	(\$11,921)	-6.83%
Supplies	\$159,991	\$132,337	(\$27,654)	-17.28%
Telephone	\$38,847	\$38,240	(\$607)	-1.56%
Postage	\$11,679	\$14,097	\$2,418	20.70%
Occupancy	\$192,623	\$351,400	\$158,777	82.43%
Equipment Rental, Repair & Maintenance	\$82,034	\$83,272	\$1,238	1.51%
Printing and Publications	\$7,324	\$6,748	(\$576)	-7.86%
Travel	\$71,244	\$76,197	\$4,953	6.95%
Conferences, Conventions & Training	\$10,413	\$10,317	(\$96)	-0.93%
Specific Assistance to Individuals	\$60,610	\$31,500	(\$29,110)	-48.03%
Membership Dues	\$4,910	\$5,025	\$115	2.34%
Interest Expense	\$60,000	\$30,000	(\$30,000)	-50.00%
Insurance	\$61,543	\$62,723	\$1,180	1.92%
Miscellaneous Expenses	\$41,392	\$45,400	\$4,008	9.68%
Total Other Administrative Expenses	\$977,264	\$1,049,990	\$72,726	7.44%
<b>Total Expenses</b>	<b>\$2,473,206</b>	<b>\$2,287,431</b>	<b>(\$185,775)</b>	<b>-7.51%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>-\$101,928</b>	<b>\$11,815</b>	<b>\$113,743</b>	<b>-111.59%</b>