

BOY SCOUTS OF AMERICA
CONSOLIDATED STATEMENT OF REVENUES AND EXPENSES
PERIODS ENDED MAY 31, 2023
(NON GAAP FOR MANAGERIAL PURPOSES ONLY)

(In Thousands)

	CURRENT MONTH				
	Actual	Budget	Favorable (Unfavorable) vs. Budget	Same Period Last Year (1)	Favorable (Unfavorable) vs. Last Year
NSC Revenues:					
Supply Sales	\$ 8,875	\$ 8,020	\$ 855	\$ 8,491	\$ 384
High-adventure Base Revenue	1,903	1,978	(75)	1,534	369
Jamboree Revenue	552	761	(209) ①	49	503
Jamboree Deferred Revenue	0	0	0	(49)	49
Total Other Revenues	11,330	10,759	571	10,025	1,305
NSC Program Revenues:					
Registration Fees	1,471	1,782	(311)	2,006	(535)
National Service Fees	1,011	1,011	0	933	78
GLIP Revenues (without GLIP Registration Fee)	106	151	(45)	105	1
Unrestricted Earnings on Investments	43	10	33	170	(127)
Contributions and Bequest	369	286	83 ③	62	307
Other Revenues	2,960	2,308	652 ④	(1,774)	4,734
Total Program Revenues	5,960	5,548	412	1,502	4,458
Total all Revenues	17,290	16,307	983	11,527	5,763
NSC Expenses:					
Supply COGS & Expenses	4,876	4,457	(419)	4,150	(726)
High-adventure Base Expense	3,564	3,252	(312)	2,771	(793)
Jamboree Expense	557	299	(258) ⑤	130	(427)
Jamboree Deferred Expense	0	0	0	(130)	(130)
Total Program Expenses	8,997	8,008	(989)	6,921	(2,076)
Other Expenses:					
GLIP Claims, Losses, Expenses, Distributions	3,229	3,520	291	3,273	44
GLIP Reserve Adjustment (2)	0	0	0	0	0
Salary and benefits expenses	9,209	9,342	133	6,546	(2,663)
Outsourcing/External Services	752	796	44	811	59
Information Technology	683	727	44	706	23
Depreciation	1,118	1,059	(59)	1,233	115
Interest	1,529	1,291	(238) ⑥	908	(621)
Other expenses	1,152	2,672	1,520 ⑦	978	(174)
Bankruptcy Costs	1,972	400	(1,572) ⑧	15,700	13,728
Pension Contributions	0	0	0	0	0
Total Other Expenses	19,644	19,807	163	30,155	10,511
Total all Expenses	28,641	27,815	(826)	37,076	8,435
Net Assets Released from Restrictions	175	1,930	(1,755)	665	(490)
Net Income (Loss)	(11,176)	(9,578)	(1,598)	(24,884)	13,708
Extraordinary Gain (2)	0	0	0	0	0
Net Income (Loss) after Extraordinary Gain	\$ (11,176)	\$ (9,578)	\$ (1,598)	\$ (24,884)	\$ 13,708
(1) Certain reclassifications have been made to numbers previously reported.					
(2) As the result of the 2018 audit, a provision adjustment was recognized and is reflected in the financial statements in February 2023.					
Hybrid P&L:					
Add back: Depreciation	1,581	1,610	(29)	1,727	(146)
Subtract: Minimal/Maintenance Capex	(359)	(322)	(37)	(62)	(297)
Subtract: principal portion of debt payments	0	0	0	0	0
Add back: contingency (restructuring changes included above)	1,972	400	1,572	15,700	(13,728)
Equals: Hybrid P&L	\$ (7,982)	\$ (7,890)	\$ (92)	\$ (7,519)	\$ (463)
Net Supply, HAB, and Jamboree Operations (includes Salary and Benefits):					
Net Supply Operations (Sch B)	\$ 1,751	\$ 1,415	\$ 336	\$ 2,501	\$ (750)
Net HAB Operations (Sch C)	(3,111)	(3,372)	261	(2,589)	(522)
Net Jamboree (revenues/expenses deferred until 2023)	(33)	371	(404)	0	(33)

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PERIODS ENDED MAY 31, 2023
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(In Thousands)

	Y E A R - T O - D A T E					
	Actual	Budget	Favorable (Unfavorable) vs. Budget	Same Period Last Year	(1) Favorable (Unfavorable) vs. Last Year	Annual Budget
NSC Revenues:						
Supply Sales	\$ 32,988	\$ 31,587	\$ 1,401	\$ 30,063	\$ 2,925	\$ 87,727
High-adventure Base Revenue	7,314	6,677	637	5,845	1,469	62,354
Jamboree Revenue	17,514	16,570	944	115	17,399	17,344
Jamboree Deferred Revenue	2,325	0	2,325	(115)	2,440	0
Total Other Revenues	<u>60,141</u>	<u>54,834</u>	<u>5,307</u>	<u>35,908</u>	<u>24,233</u>	<u>167,425</u>
NSC Program Revenues:						
Registration Fees	50,087	54,924	(4,837)	52,721	(2,634)	100,176
National Service Fees	4,066	4,043	23	3,754	312	10,107
GLIP Revenues (without GLIP Registration Fee)	3,020	3,246	(226)	2,084	936	6,946
Unrestricted Earnings on Investments	316	50	266	(1,877)	2,193	121
Contributions and Bequest	2,573	1,018	1,555	1,240	1,333	2,863
Other Revenues	14,803	10,398	4,405	7,062	7,741	26,844
Total Program Revenues	<u>74,865</u>	<u>73,679</u>	<u>1,186</u>	<u>64,984</u>	<u>9,881</u>	<u>147,057</u>
Total all Revenues	<u>135,006</u>	<u>128,513</u>	<u>6,493</u>	<u>100,892</u>	<u>34,114</u>	<u>314,482</u>
NSC Expenses:						
Supply COGS & Expenses	18,323	18,340	17	16,546	(1,777)	46,517
High-adventure Base Expense	13,364	12,787	(577)	11,514	(1,850)	31,480
Jamboree Expense	4,742	5,364	622	631	(4,111)	15,397
Jamboree Deferred Expense	1,807	0	(1,807)	(631)	(2,438)	0
Total Program Expenses	<u>38,236</u>	<u>36,491</u>	<u>(1,745)</u>	<u>28,060</u>	<u>(10,176)</u>	<u>93,394</u>
Other Expenses:						
GLIP Claims, Losses, Expenses, Distributions	15,802	17,792	1,990	15,681	(121)	42,366
GLIP Reserve Adjustment (2)	2,167,636	0	(2,167,636)	0	(2,167,636)	0
Salary and benefits expenses	34,603	37,553	2,950	30,808	(3,795)	93,389
Outsourcing/External Services	3,820	4,140	320	3,465	(355)	9,836
Information Technology	3,474	3,608	134	3,263	(211)	9,177
Depreciation	5,733	5,296	(437)	6,171	438	12,710
Interest	5,557	5,458	(99)	3,937	(1,620)	14,439
Other expenses	7,085	9,383	2,298	1,747	(5,338)	23,879
Bankruptcy Costs	160,439	2,000	(158,439)	140,841	(19,598)	4,800
Pension Contributions	0	0	0	0	0	0
Total Other Expenses	<u>2,404,149</u>	<u>85,230</u>	<u>(2,318,919)</u>	<u>205,913</u>	<u>(2,198,236)</u>	<u>210,596</u>
Total all Expenses	<u>2,442,385</u>	<u>121,721</u>	<u>(2,320,664)</u>	<u>233,973</u>	<u>(2,208,412)</u>	<u>303,990</u>
Net Assets Released from Restrictions	2,608	6,479	(3,871)	1,895	713	12,706
Net Income (Loss)	<u>(2,304,771)</u>	<u>13,271</u>	<u>(2,318,042)</u>	<u>(131,186)</u>	<u>(2,173,585)</u>	<u>23,198</u>
Extraordinary Gain (2)	2,400,000	0	2,400,000	0	2,400,000	0
Net Income (Loss) after Extraordinary Gain	<u>\$ 95,229</u>	<u>\$ 13,271</u>	<u>\$ 81,958</u>	<u>\$ (131,186)</u>	<u>\$ 226,415</u>	<u>\$ 23,198</u>
(1) Certain reclassifications have been made to numbers previously reported.						
(2) As the result of the 2018 audit, a provision adjustment was recognized and is reflected in the financial statements in February 2023.						
Hybrid P&L:						
Add back: Depreciation	8,103	8,052	51	8,699	(596)	19,324
Subtract: Minimal/Maintenance Capex	(1,292)	(1,267)	(25)	(430)	(862)	(7,374)
Subtract: principal portion of debt payments	0	0	0	0	0	0
Add back: contingency (restructuring changes included above)	160,439	2,000	158,439	140,841	19,598	4,800
Equals: Hybrid P& L	<u>\$ 262,479</u>	<u>\$ 22,056</u>	<u>\$ 240,423</u>	<u>\$ 17,924</u>	<u>\$ 244,555</u>	<u>\$ 39,948</u>
Net Supply, HAB, and Jamboree Operations (includes Salary and Benefits):						
Net Supply Operations (Sch B)	\$ 4,490	\$ 2,743	\$ 1,747	\$ 4,846	\$ (356)	\$ 15,125
Net HAB Operations (Sch C)	(12,329)	(13,584)	1,255	(11,472)	(857)	8,608
Net Jamboree (revenues/expenses deferred until 2023)	13,161	10,752	2,409	0	13,161	1,313

SIGNIFICANT ACTUAL VS BUDGET VARIANCE EXPLANATIONS

① Monthly

The unfavorable variance of \$209,000, compared with budget, relates to the timing of the invoicing to the councils and staff.

② Year-to-date

The favorable variance of \$266,000, compared with budget, relates to higher unrealized gains than anticipated.

③ Monthly

The favorable variance of \$83,000, compared with budget, relate to higher unsolicited gifts collected in May 2023.

Year-to-date

The favorable variance of \$1,555,000, compared with budget, relate to the same factors that caused the monthly variance.

④ Monthly

The favorable variance of \$652,000, compared with budget, relate to the receipt of higher oil and gas royalties, interest income, and miscellaneous revenues.

Year-to-date

The favorable variance of \$4,405,000, compared with budget, relate to the same factors that caused the monthly variance.

⑤ Monthly

The unfavorable variance of \$258,000, compared with budget, relate to the timing of costs related to program supplies.

Year-to-date

The favorable variance of \$622,000, compared with budget, relates to holding off on spending on expenses until the cash is requested through invoicing the councils and staff.

⑥ Monthly

The unfavorable variance of \$238,000, compared with budget, relate to higher interest payments.

⑦ Monthly

The favorable variance primarily relate to the following:

Operating – The favorable variance of \$849,000, compared with budget, relates to lower costs related to grant expenses, program supplies, bank charges, advertising, credit card charges, meeting expenses, and travel costs - nonemployee.

Facilities and Equipment - The favorable variance of \$783,000, compared with budget, relates to postponing construction projects at SBR and lower costs related to equipment purchases and rentals and electricity.

Year-to-date

The favorable variance primarily relate to the following:

Operating – The favorable variance of \$1,767,000, compared with budget, relates to the same factors that caused the monthly variance with budget.

Insurance – The unfavorable variances of \$266,000, compared with budget, relate to higher property and casualty insurance and insurance premiums.

Facilities and Equipment – The favorable variance of \$2,462,000, compared with budget, relates to the same factors that caused the monthly variance.

Other Expenses – The unfavorable variance of \$400,000, compared with budget, relates to higher distributions, coupled with the recognition of prior year Jamboree expense.

⑧ Monthly

The unfavorable variance of \$1,572,000, compared with budget, relates to more legal fees being charged in May than anticipated.

Year-to-date

The unfavorable variance of \$158,439,000, compared with budget, relates to the same factors that caused the monthly variance with budget.

⑨ Year-to-date

The favorable variance of \$2,400,000,000, compared with budget, relate mainly to the emergence from bankruptcy and the transfer of the liabilities to the settlement trust.

In conclusion, as of May 2023, revenues were higher than budget primarily due to higher Jamboree revenues, other revenues, contributions and HAB revenues, offset by lower registration fees. 2023 expenses were higher compared to budget due to bankruptcy costs.

