

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

(In Thousands)

	C U R R E N T M O N T H				
	Actual	Budget	Favorable (Unfavorable) vs. Budget	Same Period Last Year (1)	Favorable (Unfavorable) vs. Last Year
<b>NSC Revenues:</b>					
Supply Sales	\$ 7,760	\$ 9,400	\$ (1,640) ①	\$ 9,040	\$ (1,280)
High-adventure Base Revenue	867	1,341	(474) ②	838	29
Jamboree Revenue	3	0	3	1,696	(1,693)
Jamboree Deferred Revenue	0	0	0	(1,696)	1,696
<b>Total Other Revenues</b>	<b>8,630</b>	<b>10,741</b>	<b>(2,111)</b>	<b>9,878</b>	<b>(1,248)</b>
<b>NSC Program Revenues:</b>					
Registration Fees	6,659	9,108	(2,449)	4,258	2,401
National Service Fees	1,010	1,011	(1)	932	78
GLIP Revenues (without GLIP Registration Fee)	187	1,424	(1,237) ⑤	152	35
Unrestricted Earnings on Investments	(81)	10	(91)	(213)	132
Contributions and Bequest	543	300	243 ⑥	133	410
Other Revenues	3,354	1,277	2,077 ⑦	1,638	1,716
<b>Total Program Revenues</b>	<b>11,672</b>	<b>13,130</b>	<b>(1,458)</b>	<b>6,900</b>	<b>4,772</b>
<b>Total all Revenues</b>	<b>20,302</b>	<b>23,871</b>	<b>(3,569)</b>	<b>16,778</b>	<b>3,524</b>
<b>NSC Expenses:</b>					
Supply COGS & Expenses	3,607	4,815	1,208 ⑧	4,065	458
High-adventure Base Expense	1,762	2,231	469 ⑨	1,669	(93)
Jamboree Expense	156	233	77	129	(27)
Jamboree Deferred Expense	0	0	0	(129)	(129)
<b>Total Program Expenses</b>	<b>5,525</b>	<b>7,279</b>	<b>1,754</b>	<b>5,734</b>	<b>209</b>
<b>Other Expenses:</b>					
GLIP Claims, Losses, Expenses, Distributions	3,064	3,517	453 ⑩	3,218	154
GLIP Reserve Adjustment (2)	0	0	0	0	0
Salary and benefits expenses	5,111	7,191	2,080 ⑪	6,280	1,169
Outsourcing/External Services	608	774	166	739	131
Information Technology	701	758	57	1,310	609
Depreciation	906	1,059	153	1,219	313
Interest	1,497	1,279	(218) ⑫	1,107	(390)
Other expenses	452	1,786	1,334 ⑬	1,486	1,034
Bankruptcy Costs	12,505	400	(12,105) ⑭	1,338	(11,167)
Pension Contributions	852	0	(852) ⑮	0	(852)
<b>Total Other Expenses</b>	<b>25,696</b>	<b>16,764</b>	<b>(8,932)</b>	<b>16,697</b>	<b>(8,999)</b>
<b>Total all Expenses</b>	<b>31,221</b>	<b>24,043</b>	<b>(7,178)</b>	<b>22,431</b>	<b>(8,790)</b>
Net Assets Released from Restrictions	230	1,037	(807)	563	(333)
<b>Net Income (Loss)</b>	<b>(10,689)</b>	<b>865</b>	<b>(11,554)</b>	<b>(5,090)</b>	<b>(5,599)</b>
Extraordinary Gain (2)	0	0	0	0	0
<b>Net Income (Loss) after Extraordinary Gain</b>	<b>\$ (10,689)</b>	<b>\$ 865</b>	<b>\$ (11,554)</b>	<b>\$ (5,090)</b>	<b>\$ (5,599)</b>
(1) Certain reclassifications have been made to numbers previously reported.					
(2) On April 19, 2023 the National Council of the Boy Scouts of America emerged from bankruptcy, resulting in the transfer of GLIP liabilities to the Settlement Trust.					
<b>Hybrid P&amp;L:</b>					
Add back: Depreciation	1,377	1,610	(233)	1,686	(309)
Subtract: Minimal/Maintenance Capex	(74)	(104)	30	(46)	(28)
Subtract: principal portion of debt payments	(566)	0	(566)	0	(566)
Subtract: Extraordinary Gain net GLIP Reserve Adjustment	0	0	0	0	0
Add back: contingency (restructuring changes included above)	12,505	400	12,105	1,338	11,167
<b>Equals: Hybrid P&amp;L</b>	<b>\$ 2,553</b>	<b>\$ 2,771</b>	<b>\$ (218)</b>	<b>\$ (2,112)</b>	<b>\$ 4,665</b>
<b>Net Supply, HAB, and Jamboree Operations (includes Salary and Benefits):</b>					
Net Supply Operations	\$ 1,883	\$ 2,334	\$ (451)	\$ 3,090	\$ (1,207)
Net HAB Operations	(2,292)	(2,278)	(14)	(2,089)	(203)
Net Jamboree (revenues/expenses deferred until 2023)	(167)	(233)	66	0	(167)

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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
<b>NSC Revenues:</b>						
Supply Sales	\$ 72,544	\$ 76,513	\$ (3,969)	\$ 71,305	\$ 1,239	\$ 87,727
High-adventure Base Revenue	56,407	60,971	(4,564)	53,058	3,349	62,354
Jamboree Revenue	18,712	17,344	1,368	1,942	16,770	17,344
Jamboree Deferred Revenue	2,325	0	2,325 ③	(1,942)	4,267	0
<b>Total Other Revenues</b>	<b>149,988</b>	<b>154,828</b>	<b>(4,840)</b>	<b>124,363</b>	<b>25,625</b>	<b>167,425</b>
<b>NSC Program Revenues:</b>						
Registration Fees	71,077	87,319	(16,242) ④	67,383	3,694	100,176
National Service Fees	9,116	9,097	19	8,413	703	10,107
GLIP Revenues (without GLIP Registration Fee)	3,695	5,613	(1,918) ⑤	2,630	1,065	6,946
Unrestricted Earnings on Investments	626	101	525	(2,711)	3,337	121
Contributions and Bequest	4,849	2,374	2,475 ⑥	2,192	2,657	2,863
Other Revenues	28,337	22,757	5,580 ⑦	31,223	(2,886)	26,844
<b>Total Program Revenues</b>	<b>117,700</b>	<b>127,261</b>	<b>(9,561)</b>	<b>109,130</b>	<b>8,570</b>	<b>147,057</b>
<b>Total all Revenues</b>	<b>267,688</b>	<b>282,089</b>	<b>(14,401)</b>	<b>233,493</b>	<b>34,195</b>	<b>314,482</b>
<b>NSC Expenses:</b>						
Supply COGS & Expenses	37,927	42,418	4,491 ⑧	35,723	(2,204)	46,517
High-adventure Base Expense	27,826	28,221	395	26,644	(1,182)	31,480
Jamboree Expense	13,962	14,047	85	1,412	(12,550)	15,397
Jamboree Deferred Expense	1,807	0	(1,807)	(1,412)	(3,219)	0
<b>Total Program Expenses</b>	<b>81,522</b>	<b>84,686</b>	<b>3,164</b>	<b>62,367</b>	<b>(19,155)</b>	<b>93,394</b>
<b>Other Expenses:</b>						
GLIP Claims, Losses, Expenses, Distributions	31,378	35,150	3,772 ⑩	31,784	406	42,366
GLIP Reserve Adjustment (2)	2,167,636	0	(2,167,636)	0	(2,167,636)	0
Salary and benefits expenses	72,558	79,085	6,527	68,053	(4,505)	93,389
Outsourcing/External Services	7,669	8,317	648	6,893	(776)	9,836
Information Technology	6,863	7,499	636	7,110	247	9,177
Depreciation	10,685	10,592	(93)	12,283	1,598	12,710
Interest	13,007	11,881	(1,126) ⑫	9,173	(3,834)	14,439
Other expenses	17,206	23,140	5,934 ⑬	11,017	(6,189)	23,879
Bankruptcy Costs	171,994	4,000	(167,994) ⑭	158,674	(13,320)	4,800
Pension Contributions	1,742	0	(1,742) ⑮	0	(1,742)	0
<b>Total Other Expenses</b>	<b>2,500,738</b>	<b>179,664</b>	<b>(2,321,074)</b>	<b>304,987</b>	<b>(2,195,751)</b>	<b>210,596</b>
<b>Total all Expenses</b>	<b>2,582,260</b>	<b>264,350</b>	<b>(2,317,910)</b>	<b>367,354</b>	<b>(2,214,906)</b>	<b>303,990</b>
Net Assets Released from Restrictions	7,041	12,132	(5,091)	4,185	2,856	12,706
<b>Net Income (Loss)</b>	<b>(2,307,531)</b>	<b>29,871</b>	<b>(2,337,402)</b>	<b>(129,676)</b>	<b>(2,177,855)</b>	<b>23,198</b>
Extraordinary Gain (2)	2,400,000	0	2,400,000 ⑯	0	2,400,000	0
<b>Net Income (Loss) after Extraordinary Gain</b>	<b>\$ 92,469</b>	<b>\$ 29,871</b>	<b>\$ 62,598</b>	<b>\$ (129,676)</b>	<b>\$ 222,145</b>	<b>\$ 23,198</b>
(1) Certain reclassifications have been made to numbers previously reported.						
(2) On April 19, 2023 the National Council of the Boy Scouts of America emerged from bankruptcy, resulting in the transfer of GLIP liabilities to the Settlement Trust.						
<b>Hybrid P&amp;L:</b>						
Add back: Depreciation	15,402	16,103	(701)	17,167	(1,765)	19,324
Subtract: Minimal/Maintenance Capex	(2,735)	(5,470)	2,735	(1,893)	(842)	(7,374)
Subtract: principal portion of debt payments	(5,901)	(2,140)	(3,761)	0	(5,901)	(9,900)
Subtract: Extraordinary Gain net GLIP Reserve Adjustment	(232,364)	0	(232,364)	0	(232,364)	0
Add back: contingency (restructuring changes included above)	171,994	4,000	167,994	158,674	13,320	4,800
<b>Equals: Hybrid P&amp;L</b>	<b>\$ 38,865</b>	<b>\$ 42,364</b>	<b>\$ (3,499)</b>	<b>\$ 44,272</b>	<b>\$ (5,407)</b>	<b>\$ 30,048</b>
<b>Net Supply, HAB, and Jamboree Operations (includes Salary and Benefits):</b>						
Net Supply Operations	\$ 13,540	\$ 12,328	\$ 1,212	\$ 17,610	\$ (4,070)	\$ 15,125
Net HAB Operations	10,520	12,955	(2,435)	9,106	1,414	8,608
Net Jamboree (revenues/expenses deferred until 2023)	4,658	2,662	1,996	0	4,658	1,313

**SIGNIFICANT ACTUAL VS BUDGET VARIANCE EXPLANATIONS**

- ① Monthly  
The unfavorable variance of \$1,640,000, compared with budget, relate to underperformed operating revenue which was mainly driven by retail sales.
- ② Monthly  
The unfavorable variance of \$474,000, compared with budget, relates to lower than anticipated Okpik camping fees at Northern Tier expected in December and lower program and outside business development income relating to the Summit due to overly aggressive budget, coupled with lower training fees and lower contributions at Florida Sea Base.
- ③ Year-to-date  
The favorable variance of \$2,325,000, compared with budget, relate to the recognition of deferred revenue for the National Jamboree.
- ④ Year-to-date  
The unfavorable variance of \$16,242,000, compared with budget, relates to recruiting being down slightly.
- ⑤ Monthly  
The unfavorable variance of \$1,237,000, compared with budget, relates to lower than anticipated unit liability insurance fees and the timing of national activity surcharge fees.
- Year-to-date  
The unfavorable variance of \$1,918,000, compared with budget, relates to lower than anticipated unit liability insurance fees and the timing of national activity surcharge fees.
- ⑥ Monthly  
The favorable variance of \$243,000, compared with budget, relate to unpredictability of unsolicited trust and estate gifts.
- Year-to-date  
The favorable variance of \$2,475,000, compared with budget and last year, relate to higher unsolicited gifts collected in January through October 2023.
- ⑦ Monthly  
The favorable variance of \$2,077,000, compared with budget, relate to higher interest income and royalty income accrual.
- Year-to-date  
The favorable variance of \$5,580,000 compared with budget, relates to the receipt of higher oil and gas royalties, interest income, royalty income accrual, and miscellaneous revenues.
- ⑧ Monthly  
The favorable variance of \$1,208,000, compared with budget, mainly driven by cost of goods sold due to lower sales than budgeted.
- Year-to-date  
The favorable variance of \$4,491,000, compared with budget, mainly driven by a favorable spread across several categories with the largest impact being a favorable product margin rate versus the budgeted rate.
- ⑨ Monthly  
The favorable variance of \$469,000, compared with budget, relates to the timing of national activity surcharge fees mainly at Philmont.
- ⑩ Monthly  
The favorable variance of \$453,000, compared with budget, relates to lower than anticipated insurance premiums.
- Year-to-date  
The favorable variance of \$3,772,000, compared with budget, relates to lower than anticipated insurance premiums.
- ⑪ Monthly  
The favorable variance of \$2,080,000, compared with budget, relate to the timing of merit increases and higher than expected vacancies.
- ⑫ Monthly  
The unfavorable variance of \$218,000, compared with budget, relate to higher interest payments.
- Year-to-date  
The unfavorable variance of \$1,126,000, compared with budget, relate to higher interest payments in 2023.
- ⑬ Monthly  
The favorable variance primarily relate to the following:  
Operating – The favorable variance of \$611,000, compared with budget, relates to lower costs related to grant expenses, program supplies, bank charges, advertising, credit card charges, meeting expenses, meetings room and board, and travel costs - nonemployee.
- Legal Fees – The favorable variance of \$558,000, compared with budget, relate to the timing of invoices and payments.
- Year-to-date  
The favorable variance primarily relate to the following:  
Operating – The favorable variance of \$4,328,000, 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 \$3,330,000, compared with budget, relates to postponing construction projects at SBR and lower costs related to equipment purchases, maintenance, and rentals and electricity.
- ⑭ Monthly  
The unfavorable variance of \$12,105,000, compared with budget, relates to paying professional fees for the various legal counsel teams.
- Year-to-date  
The unfavorable variance of \$167,994,000, compared with budget, relates to more legal fees being charged in January through October 2023 than anticipated.
- ⑮ Monthly  
The unfavorable variance of \$852,000, compared with budget, relate to unbudgeted pension contributions.
- Year-to-date  
The unfavorable variance of \$1,742,000, compared with budget, relate to unbudgeted pension contributions.
- ⑯ 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 October 31, budgeted 2023 revenues were under budget primarily due to lower supply sales, HAB revenue, and registration fees. 2023 expenses were higher when compared to budget due to bankruptcy costs.