

# IMPACT PROFILE

Our managers were spending too much time creating budgets and forecasts. John's work allowed them to focus more of their time on fulfilling the Girl Scouts' mission.



Maximize the agency's use of existing budgeting software to create accurate budgets and forecasts.

## SCOUTING A BETTER WAY

The Girl Scouts of Northeast Texas had invested a lot in sophisticated budgeting and forecasting software—but they had not been able to figure out a way for its 15 individual department managers to develop the annual budget on a “bottom-up” basis, so they would have accountability for their individual department’s final budget. The organization turned to Executives in Action (EIA) for help. EIA brought in John Pugh, with over 30 years of experience managing companies for private equity firms, to develop an efficient budgeting and forecasting process.

John quickly developed easily-followed procedures for the department managers to review their monthly financial statements. This established a “buying in” mindset, allowing the managers to create a more realistic budget in less time and in a less disruptive fashion. Now, in less than one hour per month, they can develop forecasts for the current year and one-to-three year forecasts. With John’s expertise, Girl Scouts management reduced their estimated time spent on budgeting from 40 hours a year to just 12, leaving a lot more time to focus on the organization’s mission of “building girls of courage, confidence and character, who make the world a better place.”

**\$1,250**  
EIA INVESTMENT

**16-to-1**  
INITIAL ROI

**\$20,400**  
TOTAL FINANCIAL IMPACT