

MEMO

TO: Board of Directors

DATE: April 19, 2018

FROM: Kate Fritz, Executive Director
Jaja Leroux, Director of Finance

SUBJECT: Financial Update, 1st Quarter 2018 and 4th Quarter 2017 (updated) Financial Statements

We ended 2017 with positive net assets. This number, of course, will change after our 2017 audit, scheduled to begin on May 14. Please note that these reports are draft until completion of our 2017 audit.

We ended 2017 with over \$825,000 in receivables. Including these outstanding receivables, our change in net assets at 12/31/2017 goes from (\$812,021) to \$12,979.

Items of Note:

- For the first quarter 2018, the Alliance is on-budget at the end of the first quarter.
- Grant income is right on target and indirect recovery is slightly above budget.
- Taste income is low at this time of year as donations for the September event have not yet ramped up.
- The same applies to program income as the Watershed Forum does not take place until November.
- Donations are almost on target and we're working diligently to exceed our budgeted \$110,000 goal this year.
- Expenses on average are on budget, with some areas over and others under.
- Consulting and professional fees are under budget as we have yet to start paying for the 2017 audit.
- Also and more importantly, our Grants Manager who was an independent contractor, has joined our staff (once again) as a part-time employee.
- Office supplies are slightly over and we will continue to monitor this trend.
- Business insurance and non-grant travel and meetings are also slightly over, but nothing out of the ordinary. All other categories are at or below budget.

Other Items of Note/interest:

- The Financial Team is putting together trend data for each of our programs. This shows us where we've been, where we are and helps us chart a better strategy forward.
- We know some grants aren't financial winners and we need better parameters/strategy when saying yes to an opportunity. There are also times we may need to say no.
- Because all programs are funded via different mechanisms, there are different opportunities within each of them. We are compiling the data to provide to Program Managers in order for them to make more strategic decisions for their programs and the organization as a whole.
- Once this trend data is compiled, it will give the organization a better sense of where to prioritize efforts in building or contracting our programs.

