

Minutes of the ACA Finance Committee –January 26, 2021

Present (via Zoom): Patrick Mahoney; Pat Exner, Tom Geiger, Bob Ryan, Suzie Colianni, Patty Stromen, and staff Kevin Bennett and Mary Ballariel

Meeting and Discussion

Welcome and introduction to Kevin Bennett

Review of financials: The committee reviewed preliminary results for December, which historically has been the biggest month for gifts. In short, the financials and income were largely in line as expected. JPIL was a little under projected forecasts.

Advancement Committee's work in building strong support for brand solicitors appears to be gaining traction.

The committee discussed the improvements in reporting and the approach to finances. The transparency and ability to quickly generate reports is markedly improved over prior years.

Patty noted that the budget was never adjusted for remote learning so some discrepancies exist for certain categories of expenses such as school lunches.

The paperwork is in process for PPP loan forgiveness. Jerry is looking into whether ACA may qualify for a second PPP loan. Tom mentioned that the criteria is that an organization must show a 25 percent reduction of revenue in any given quarter, and that at the end, it will be up to accountants to figure that out.

Clifton Allen is conducting its annual audit and no surprises are expected.

Discussion centered on issues of concern. Hopes are high that development revenue will continue to come in. Changes to analytics for the organization have helped in this regard. Giving is deeply rooted in relationships, but analytics are helping in creating better knowledge on what to expect from donors. Hope in the City has been a good development in bringing alumni into the network.

Teacher salaries continue to be a point of discussion. As teachers are brought back into the school, it would be helpful to adjust compensation as a sign of our commitment to them. In the next month or so, we should have enough financial information to determine whether any adjustments can be made.

Tom and Patrick remain optimistic on the broader economy although segments will continue to suffer. The market highs are supporting the potential for transformational gifts from stock portfolios.

Mid-range donors continue to be another area of emphasis.

Changes to how the finances are reported out have helped immensely in allowing staff to understand cause and effect of their actions and taking responsibility for how certain actions affect finances. In short, the transparency in the financial information has helped create better understanding amongst the staff. Jerry has been handling the financial reporting since Melania's departure and has been able to generate accurate reports quickly. It is unclear, however, whether as the budgeting process is underway, that Jerry can effectively undertake that function or whether an additional staff person will be needed. That question should be answered in the next 30 days.

At the request of the finance committee, the financial reports now contain notes which illuminate specific areas of importance for the committee. Everyone agreed that this was a helpful addition.

Financial reports are attached.

Jan Conlin