



**Monthly Report Package**

**January 31, 2026**

# REDI Index

<b>Index</b>	<b>Page</b>
Cover Page	GoTo
Index	GoTo
Commentary	GoTo
Dashboard	GoTo
Statement of Financial Position YOY	GoTo
Statement of Activity (YoY)	GoTo
REDI Budget vs Actual	GoTo
ED Budget vs Actual	GoTo
SOA by Department - ED	GoTo
SOA by Department - MWBC	GoTo
A/R Aging Summary	GoTo

## Monthly Financials Summary

### Overall Financial Performance

As of January 31, 2026, REDI, inclusive of MWBC, continues to demonstrate good overall financial health, with solid liquidity, controlled expenses, and a positive operating position. Cash on hand remains strong at approximately \$1.93 million, providing significant flexibility and risk coverage.

Operating expenses have remained stable and predictable month-to-month, averaging in the \$170K–\$210K range, indicating disciplined financial management and no material cost volatility. The organization is not experiencing cash strain, and current obligations are well covered.

### Key Takeaways for the Board

#### Strengths

- Strong liquidity position.
- Healthy cash runway.
- Predictable and controlled operating expenses.
- MWBC stability within the broader REDI organization.

#### Risks to Monitor

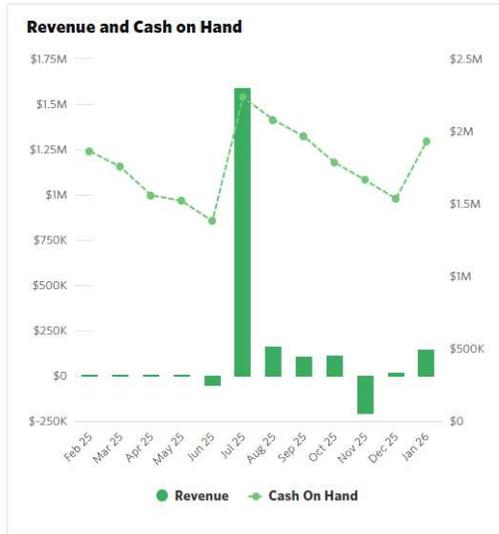
- Timing and concentration of grant receivables.
- Revenue timing and conversion risk.
- Potential back-half expense acceleration.
- Concentration in local and federal funding sources.

### Looking Ahead

Over the coming months, management will focus on:

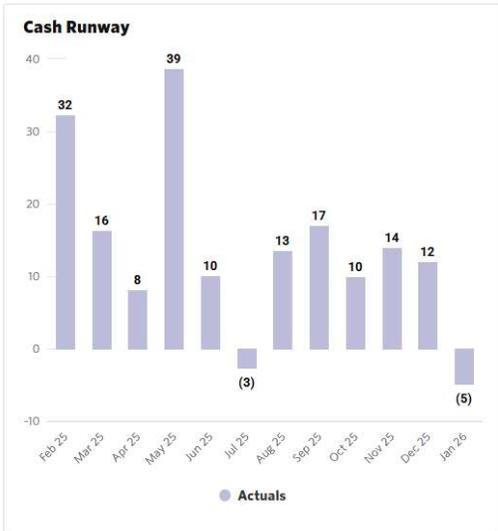
- 1. Monitoring and collection of aged receivables** and maintaining close coordination with major funders.
- 2. Alignment of spending with program delivery** to ensure the fiscal year closes within budget and program performance expectations are met.
- 3. Sustaining financial strength beyond the current cycle** requires strategic revenue diversification and proactive planning.

Dashboard :



**Cash on Hand** represents the liquidity of a company, indicating the amount of money readily available to meet immediate obligations such as payroll, bills, and investments. It's crucial for assessing short-term financial health and ability to handle unforeseen expenses.

**Revenue** is one of the primary indicators of a company's financial performance. It reflects how well the company is generating sales and can signal growth or decline in business activity.



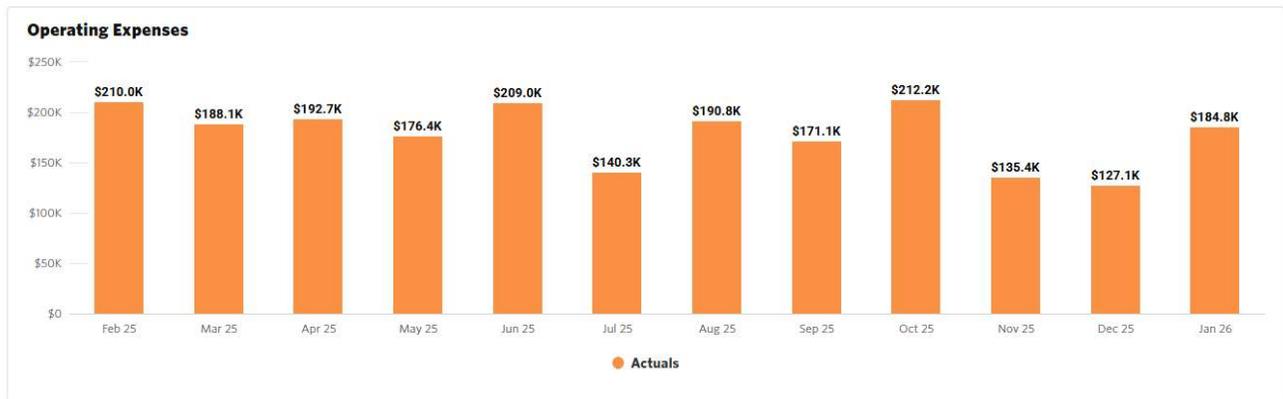
**Cash Runway** represents the number of months a company can sustain its operations with the current Cash on Hand without additional cash inflows. It's a key metric for startups and businesses experiencing financial challenges, indicating their ability to survive and plan for the future.

Runway is calculated as Cash On Hand divided by Change in Cash.

A negative cash runway means the company is generating more cash than it's spending on its



These metrics analyze the sources and uses of cash within different areas of a company's operations. **Operating Cash Flow** reflects the cash generated or consumed by core business activities, while **Investing** and **Financing Cash Flows** indicate cash flows related to investments and financing activities, respectively. Understanding these cash flows helps assess the effectiveness of a company's strategies and financial management.



REDI  
Statement of Financial Position YOY

As of January 31, 2026

Account	Actuals			
	Jan-26	Jan-25	Δ	%
<b>Assets</b>				
<b>Current Assets</b>				
<b>Bank Accounts</b>				
ED Cash	\$1,366,087	\$1,869,948	\$(503,861)	(37)%
MWBC Cash	\$564,030	\$50,000	\$514,030	91%
<b>Subtotal Bank Accounts</b>	<b>\$1,930,117</b>	<b>\$1,919,948</b>	<b>\$10,170</b>	<b>1%</b>
<b>Other Current Assets</b>				
Subtotal Grants and Contracts Receivable	\$654,205	\$660,774	\$(6,569)	(1)%
<b>Other Current Assets</b>				
Prepaid Expenses	\$6,473	\$16,502	\$(10,029)	(155)%
Prepaid Rent	\$350	\$350	-	-
QuickBooks Tax Holding Account	\$19,152	-	\$19,152	100%
<b>Subtotal Other Current Assets</b>	<b>\$25,975</b>	<b>\$16,852</b>	<b>\$9,123</b>	<b>35%</b>
<b>Subtotal Other Current Assets</b>	<b>\$680,180</b>	<b>\$677,626</b>	<b>\$2,554</b>	<b>0%</b>
<b>Subtotal Current Assets</b>	<b>\$2,610,298</b>	<b>\$2,597,574</b>	<b>\$12,724</b>	<b>0%</b>
<b>Subtotal Fixed Assets</b>	<b>\$24,935</b>	<b>\$34,552</b>	<b>\$(9,617)</b>	<b>(39)%</b>
<b>Other Assets</b>				
<b>Other Assets</b>				
Security Deposit	\$2,337	\$2,337	-	-
Right of Use Asset - Operating	\$193,455	\$274,689	\$(81,234)	(42)%
Right of Use Asset - Finance	\$4,835	\$10,348	\$(5,513)	(114)%
<b>Subtotal Other Assets</b>	<b>\$200,628</b>	<b>\$287,374</b>	<b>\$(86,747)</b>	<b>(43)%</b>
<b>Subtotal Other Assets</b>	<b>\$200,628</b>	<b>\$287,374</b>	<b>\$(86,747)</b>	<b>(43)%</b>
<b>Total Assets</b>	<b>\$2,835,861</b>	<b>\$2,919,501</b>	<b>\$(83,640)</b>	<b>(3)%</b>
<b>Liabilities</b>				
<b>Current Liabilities</b>				
Credit Cards	\$6,664	\$5,323	\$1,341	20%
Current Liabilities	\$41,690	\$107,730	\$(66,039)	(158)%
Lease Liability	\$31,674	\$42,356	\$(10,682)	(34)%
Payroll Accruals	\$96,168	\$63,259	\$32,909	34%
Payroll Liabilities	\$2,250	-	\$2,250	100%
Refundable Advance	\$570,530	\$231,595	\$338,935	59%
<b>Subtotal Current Liabilities</b>	<b>\$748,976</b>	<b>\$450,262</b>	<b>\$298,714</b>	<b>40%</b>
<b>Long Term Liabilities</b>				
<b>Non Current Liabilities</b>				
Deferred Rent	\$0	\$0	-	-
Lease Liability - Operating - Noncurrent	\$195,486	\$294,128	\$(98,642)	(50)%
Lease Liability - Finance - Noncurrent	\$3,549	\$7,686	\$(4,137)	(117)%
<b>Subtotal Non Current Liabilities</b>	<b>\$199,035</b>	<b>\$301,814</b>	<b>\$(102,779)</b>	<b>(52)%</b>
<b>Subtotal Long Term Liabilities</b>	<b>\$199,035</b>	<b>\$301,814</b>	<b>\$(102,779)</b>	<b>(52)%</b>
<b>Total Liabilities</b>	<b>\$948,011</b>	<b>\$752,076</b>	<b>\$195,935</b>	<b>21%</b>
<b>Net Assets</b>				
ED Net Assets	\$1,450,905			
MWBC Net Assets	\$436,945			
<b>Total Net Assets</b>	<b>\$1,887,850</b>	<b>\$2,167,425</b>	<b>\$(279,575)</b>	<b>(15)%</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>\$2,835,861</b>	<b>\$2,919,501</b>	<b>\$(83,640)</b>	<b>(3)%</b>

Exp	Avg	months
763,982.49	109,140.36	12.5168
406,391.70	58,055.96	9.71529

Actuals (Jan '26 - Jan '26) vs Actuals (Previous year) vs (Jan '26 - Jan '26)

REDI  
Statement of Activity (YoY)

For the Seven Months Ending January 31, 2026 & 2025

Account	Actuals			
	Jul'25 - Jan'26	Jul'24 - Jan'25	Δ	%
<b>Revenue</b>				
Contributions & Donations	\$23,400	-	\$23,400	100%
In-Kind Contribution		\$8,808	\$(8,808)	-
<b>Program Income</b>				
Program Income	\$34,323	\$44,408	\$(10,084)	(29)%
Events	\$(324)	\$362	\$(687)	-
<b>Subtotal Program Income</b>	<b>\$33,999</b>	<b>\$44,770</b>	<b>\$(10,771)</b>	<b>(32)%</b>
State and Local Contracted Services	\$290,559	\$404,597	\$(114,038)	(39)%
Grants		\$75,000	\$(75,000)	-
Federal Grants	\$300,000	\$300,000	-	-
Interest Income	\$7,176	\$8,039	\$(863)	(12)%
Other Income		\$2,364	\$(2,364)	-
City of Rockville	\$1,261,936	\$1,418,960	\$(157,024)	(12)%
<b>Total Revenue</b>	<b>\$1,917,070</b>	<b>\$2,262,539</b>	<b>\$(345,469)</b>	<b>(18)%</b>
<b>OpEx</b>				
<b>Salaries</b>				
Salaries	\$528,129	\$548,426	\$20,297	4%
Training & Events Manager	\$235		\$(235)	-
<b>Subtotal Payroll Expenses</b>	<b>\$239</b>	<b>\$352</b>	<b>\$113</b>	<b>32%</b>
<b>Subtotal Salaries</b>	<b>\$528,602</b>	<b>\$548,778</b>	<b>\$20,176</b>	<b>4%</b>
<b>Employee Benefits</b>				
Payroll taxes	\$41,265	\$41,142	\$(123)	(0)%
Health Dental Insurance	\$26,137	\$26,542	\$405	2%
Workman's Comp.	\$1,344	\$100	\$(1,244)	(1,250)%
HRA - Health Reimbursement	\$5,661	\$6,144	\$484	8%
Unemployment		\$(597)	\$(597)	100%
Life Insurance	\$8,870	\$8,969	\$99	1%
Retirement - IRA	\$15,842	\$16,078	\$235	1%
Transportation/Parking Reimbursements		\$1,003	\$1,003	100%
<b>Subtotal Employee Benefits</b>	<b>\$99,119</b>	<b>\$99,379</b>	<b>\$260</b>	<b>0%</b>
<b>Nonprofit Awards</b>				
Micro Grant Program		\$2,228	\$2,228	100%
Rockville Rewards Payout	\$2,197	\$365	\$(1,832)	(501)%
<b>Subtotal Nonprofit Awards</b>	<b>\$2,197</b>	<b>\$2,594</b>	<b>\$397</b>	<b>15%</b>
<b>Economic Development</b>				
Economic Development	\$2,044	\$38,212	\$36,168	95%
Industry Events	\$1,598	\$2,571	\$973	38%
Conferences	\$451		\$(451)	-
Small Business Impact Fund Expenses		\$5,000	\$5,000	100%
Incentive Fund Expenses	\$114,056	\$144,084	\$30,028	21%
Tourism		\$3,060	\$3,060	100%
Professional Dev / Education	\$15,515	\$8,414	\$(7,101)	(84)%
<b>Subtotal Program Expenses</b>	<b>\$7,308</b>	<b>\$5,688</b>	<b>\$(1,620)</b>	<b>(28)%</b>
<b>Subtotal Economic Development</b>	<b>\$140,972</b>	<b>\$207,028</b>	<b>\$66,057</b>	<b>32%</b>
<b>Marketing</b>				
Marketing	\$946	\$28,842	\$27,896	97%
<b>Subtotal Fundraising &amp; Sponsorship Expenses</b>	<b>\$500</b>		<b>\$(500)</b>	<b>-</b>
Creative Services	\$2,000		\$(2,000)	-
Website Hosting/Maintanance	\$465	\$474	\$9	2%
Advertising	\$1,934		\$(1,934)	-
Newsletter	\$1,151		\$(1,151)	-
Promotional Items	\$6,675	\$3,130	\$(3,545)	(113)%
Sponsorship	\$2,750	\$6,010	\$3,260	54%
Marketing- Other	\$585	\$8,092	\$7,507	93%
<b>Subtotal Marketing</b>	<b>\$17,006</b>	<b>\$46,548</b>	<b>\$29,542</b>	<b>63%</b>
<b>Office Expense</b>				
Office Expense	\$7,923	\$400	\$(7,523)	(1,881)%
Insurance	\$5,441	\$4,533	\$(908)	(20)%
Meeting Expense	\$3,022	\$1,016	\$(2,006)	(197)%
General Office Supplies	\$(212)	\$5,880	\$6,092	104%
Communication - Internet & Phones	\$7,266	\$6,566	\$(700)	(11)%
Copies	\$1,218	\$1,295	\$77	6%
Printing	\$217	\$60	\$(157)	(263)%
Postage & Shipping	\$38	\$47	\$8	17%
Equipment, Software & Databases	\$28,936	\$24,501	\$(4,434)	(18)%
Interest Expense	\$90	\$446	\$357	80%
Bank/Merchant Fees	\$1,076	\$364	\$(713)	(196)%
Maintanance & Repair Services	\$12,592	\$6,557	\$(6,035)	(92)%
Employee and Board Member Relations	\$1,621	\$1,444	\$(177)	(12)%
Membership/Subsription Fees	\$8,383	\$1,284	\$(7,100)	(553)%
Other Program and Office Costs	\$334	\$25	\$(309)	(1,238)%

REDI  
Statement of Activity (YoY)

For the Seven Months Ending January 31, 2026 & 2025

Account	Actuals			
	Jul'25 - Jan'26	Jul'24 - Jan'25	Δ	%
Fraudulent charges		\$120	\$120	100%
<b>Subtotal Facilities</b>	<b>\$87,649</b>	<b>\$61,844</b>	<b>\$(25,804)</b>	<b>(42)%</b>
<b>Subtotal Office Expense</b>	<b>\$165,595</b>	<b>\$116,381</b>	<b>\$(49,214)</b>	<b>(42)%</b>
<b>Travel</b>				
Travel	\$32	\$5	\$(27)	(539)%
Parking	\$10,000	\$8,027	\$(1,973)	(25)%
Staff Mileage/Car rental	\$2,220	\$4,735	\$2,516	53%
Public Trans Costs & Tolls	\$113	\$103	\$(10)	(10)%
Accommodations	\$319	\$3,556	\$3,237	91%
<b>Subtotal Travel</b>	<b>\$12,683</b>	<b>\$16,426</b>	<b>\$3,743</b>	<b>23%</b>
<b>Professional and Contracted Services</b>				
Professional and Contracted Services	\$12,625		\$(12,625)	-
Audit Service	\$20,000	\$21,500	\$1,500	7%
Accounting Services	\$60,900	\$58,240	\$(2,660)	(5)%
IT Support	\$38,571	\$24,546	\$(14,026)	(57)%
Legal Fees	\$45	\$2,029	\$1,984	98%
HR	\$330	\$23,932	\$23,602	99%
<b>Subtotal Consultant</b>	<b>\$62,607</b>	<b>\$31,739</b>	<b>\$(30,868)</b>	<b>(97)%</b>
Intern	\$500	\$1,750	\$1,250	71%
<b>Subtotal Professional and Contracted Services</b>	<b>\$195,578</b>	<b>\$163,736</b>	<b>\$(31,842)</b>	<b>(19)%</b>
<b>Total OpEx</b>	<b>\$1,161,753</b>	<b>\$1,200,871</b>	<b>\$39,118</b>	<b>3%</b>
Operating Income	\$755,317	\$1,061,668	\$(306,350)	(41)%
<b>Other Expense</b>				
<b>Other Expense</b>				
Bad Debt Expense	\$816	\$5,966	\$5,150	86%
Amortization	\$2,552	\$4,146	\$1,594	38%
Depreciation	\$5,254	\$6,109	\$855	14%
<b>Subtotal In-Kind Expense</b>	<b>\$8,808</b>	<b>\$8,808</b>	<b>\$8,808</b>	<b>100%</b>
<b>Subtotal Other Expense</b>	<b>\$8,621</b>	<b>\$25,029</b>	<b>\$16,407</b>	<b>66%</b>
Change in Net Assets	\$746,696	\$1,036,639	\$(289,943)	(39)%
<b>Beginning Net Assets</b>	<b>\$1,141,152</b>			
<b>Ending Net Assets</b>	<b>\$1,887,848</b>			

## REDI REDI Budget vs Actual

Name	Actuals		Budget	
	Jul'25 - Jan'26	Jul'25 - Jun'26	Δ	%
<b>Income Statement Summary</b>				
<b>Revenue</b>				
Contributions & Donations	\$23,400		\$(23,400)	-
Program Income	\$33,999	\$77,100	\$43,101	55.9%
State and Local Contracted Services	\$290,559	\$410,431	\$119,872	29.2%
Federal Grants	\$300,000	\$300,000	-	-
Interest Income	\$7,176		\$(7,176)	-
City of Rockville	\$1,261,936	\$1,597,878	\$335,942	21.0%
<b>Total Revenue</b>	<b>\$1,917,070</b>	<b>\$2,385,409</b>	<b>\$468,339</b>	<b>19.6%</b>
<b>OpEx by Department</b>				
Subtotal A. ED: M&G (Operations)	\$270,506	\$344,134	\$73,628	21.4%
Subtotal A. ED: Economic Development	\$314,445	\$740,259	\$425,814	57.5%
Subtotal A. ED: Incentive Program Funding	\$114,056	\$175,000	\$60,944	34.8%
Subtotal A. ED: Life Sciences Branding Progra	\$18,802	\$50,000	\$31,198	62.4%
Subtotal A. ED: Marketing Activities	\$15,031	\$73,485	\$58,454	79.5%
Subtotal A. ED: Rockville Rewards Program	\$2,751	\$25,000	\$22,249	89.0%
Subtotal A. ED: Small Business Impact Grants		\$150,000	\$150,000	100.0%
Subtotal A. ED: County Placemaking Grant (Roc	\$20,587	\$25,000	\$4,413	17.7%
Subtotal MWBC	\$34,366	\$219,438	\$185,073	84.3%
Subtotal MWBC: SBA Core	\$188,259	\$287,355	\$99,096	34.5%
Subtotal MWBC: SBA BSU	\$182,951	\$298,679	\$115,728	38.7%
<b>Total OpEx by Department</b>	<b>\$1,161,753</b>	<b>\$2,388,350</b>	<b>\$1,226,597</b>	<b>51.4%</b>
Change in Net Assets	\$755,317	\$(2,941)	\$(758,258)	25,782.7%

REDI  
SOA by Department - ED

For the Seven Months Ending January 31, 2026 & 2025

Account	A. ED: M&G (Operations)		A. ED: Economic Development		A. ED: Incentive Program		A. ED: Life Sciences Branding		A. ED: Marketing Activities	
	Actuals	Budget	Actuals	Budget	Actuals	Budget	Actuals	Budget	Actuals	Budget
	Jul '25 - Jan '26	Jul '25 - Jun '26	Jul '25 - Jan '26	Jul '25 - Jun '26	Jul '25 - Jan '26	Jul '25 - Jun '26	Jul '25 - Jan '26	Jul '25 - Jun '26	Jul '25 - Jan '26	Jul '25 - Jun '26
<b>Revenue</b>										
Contributions & Donations			\$2,000							
<b>Program Income</b>										
Program Income										
Events										
<b>Subtotal Program Income</b>										
State and Local Contracted Services			\$7,221							
Federal Grants										
Interest Income	\$7,176									
City of Rockville	\$616,015	\$327,634	\$343,380	\$731,759	\$114,056	\$175,000	\$50,000	\$50,000	\$73,485	\$73,485
<b>Total Revenue</b>	<b>\$623,191</b>	<b>\$327,634</b>	<b>\$352,601</b>	<b>\$731,759</b>	<b>\$114,056</b>	<b>\$175,000</b>	<b>\$50,000</b>	<b>\$50,000</b>	<b>\$73,485</b>	<b>\$73,485</b>
<b>OpEx</b>										
Subtotal Salaries	\$51,277		\$235,620	\$565,906						
Subtotal Employee Benefits	\$24,879		\$28,777	\$119,353						
Subtotal Nonprofit Awards										
Subtotal Economic Development			\$15,921	\$20,904	\$114,056	\$175,000	\$1,336			
Subtotal Marketing	\$118		\$400				\$4,046	\$50,000	\$6,343	\$68,115
Subtotal Office Expense	\$81,180	\$145,248	\$26,761	\$22,880					\$112	\$2,340
Subtotal Travel	\$7,207	\$9,900	\$3,266	\$9,100						\$30
Subtotal Professional and Contracted Services	\$105,846	\$188,986	\$3,700	\$2,116			\$13,420		\$8,575	\$3,000
<b>Total OpEx</b>	<b>\$270,506</b>	<b>\$344,134</b>	<b>\$314,445</b>	<b>\$740,259</b>	<b>\$114,056</b>	<b>\$175,000</b>	<b>\$18,802</b>	<b>\$50,000</b>	<b>\$15,031</b>	<b>\$73,485</b>
Operating Income	\$352,685	\$(16,500)	\$38,156	\$(8,500)	-	-	\$31,198	-	\$58,454	-
<b>Other Expense</b>										
<b>Other Expense</b>										
Bad Debt Expense										
Amortization			\$2,552							
Depreciation			\$5,254							
Indirect Costs										
Shared Program Costs		\$(25,000)								
<b>Subtotal Other Expense</b>		<b>\$(25,000)</b>	<b>\$7,805</b>							
Change in Net Assets	\$352,685	\$8,500	\$30,350	\$(8,500)	-	-	\$31,198	-	\$58,454	-
Beginning Net Assets			\$926,554							
Ending, Net Assets	<b>\$352,685</b>		<b>\$956,904</b>				<b>\$31,198</b>		<b>\$58,454</b>	

Account	A. ED: Rockville Rewards		A. ED: Small Business Impact		A. ED: County Placemaking		Total	
	Actuals	Budget	Actuals	Budget	Actuals	Budget	Actuals	Budget
	Jul '25 - Jan '26	Jul '25 - Jun '26	Jul '25 - Jan '26	Jul '25 - Jun '26	Jul '25 - Jan '26	Jul '25 - Jun '26	Jul '25 - Jan '26	Jul '25 - Jun '26
<b>Revenue</b>								
Contributions & Donations							\$2,000	-
<b>Program Income</b>								
Program Income								-
Events								-
<b>Subtotal Program Income</b>							-	-
State and Local Contracted Services					\$50,000		\$57,221	-
Federal Grants								-
Interest Income							\$7,176	-
City of Rockville	\$25,000	\$25,000	-	\$150,000		\$25,000	\$1,221,936	\$1,557,878
<b>Total Revenue</b>	<b>\$25,000</b>	<b>\$25,000</b>	<b>-</b>	<b>\$150,000</b>	<b>\$50,000</b>	<b>\$25,000</b>	<b>\$1,288,333</b>	<b>\$1,557,878</b>
<b>OpEx</b>								
Subtotal Salaries							\$286,897	\$565,906
Subtotal Employee Benefits							\$53,656	\$119,353
Subtotal Nonprofit Awards	\$2,197	\$14,385					\$2,197	\$14,385
Subtotal Economic Development				\$150,000			\$131,313	\$345,904
Subtotal Marketing	\$426	\$10,615			\$2,000		\$13,333	\$128,730
Subtotal Office Expense	\$127						\$108,181	\$170,468
Subtotal Travel							\$10,473	\$19,030
Subtotal Professional and Contracted Services					\$18,587	\$25,000	\$150,128	\$219,102
<b>Total OpEx</b>	<b>\$2,751</b>	<b>\$25,000</b>		<b>\$150,000</b>	<b>\$20,587</b>	<b>\$25,000</b>	<b>\$756,177</b>	<b>\$1,582,878</b>
Operating Income	\$22,249	-	-	-	\$29,413	-	\$532,156	\$(25,000)
<b>Other Expense</b>								
<b>Other Expense</b>								
Bad Debt Expense								-
Amortization							\$2,552	-
Depreciation							\$5,254	-
Indirect Costs							-	-
Shared Program Costs								\$(25,000)
<b>Subtotal Other Expense</b>							<b>\$7,805</b>	<b>\$(25,000)</b>
Change in Net Assets	\$22,249	-	-	-	\$29,413	-	\$524,350	-
Beginning Net Assets							\$926,554	
Ending, Net Assets	<b>\$22,249</b>		<b>-</b>		<b>\$29,413</b>		<b>\$1,450,905</b>	

REDI  
SOA by Department - MWBC

For the Seven Months Ending January 31, 2026 & 2025

Account	MWBC		MWBC: SBA Core		MWBC: SBA BSU		Total	
	Actuals	Budget	Actuals	Budget	Actuals	Budget	Actuals	Budget
	Jul '25 - Jan '26	Jul '25 - Jun '26	Jul '25 - Jan '26	Jul '25 - Jun '26	Jul '25 - Jan '26	Jul '25 - Jun '26	Jul '25 - Jan '26	Jul '25 - Jun '26
<b>Revenue</b>								
Contributions & Donations	\$11,400		\$10,000				\$21,400	
<b>Program Income</b>								
Program Income	\$16,812	\$77,100	\$615		\$16,897		\$34,323	\$77,100
Events	\$(324)						\$(324)	
<b>Subtotal Program Income</b>	<b>\$16,487</b>	<b>\$77,100</b>	<b>\$615</b>		<b>\$16,897</b>		<b>\$33,999</b>	<b>\$77,100</b>
State and Local Contracted Services	\$51,915	\$126,042	\$101,423	\$113,210	\$80,000	\$171,179	\$233,338	\$410,431
Federal Grants			\$150,000	\$150,000	\$150,000	\$150,000	\$300,000	\$300,000
City of Rockville	\$40,000			\$40,000			\$40,000	\$40,000
<b>Total Revenue</b>	<b>\$119,802</b>	<b>\$203,142</b>	<b>\$262,038</b>	<b>\$303,210</b>	<b>\$246,897</b>	<b>\$321,179</b>	<b>\$628,737</b>	<b>\$827,531</b>
<b>OpEx</b>								
Subtotal Salaries	\$2,720	\$66,952	\$128,351	\$238,292	\$110,635	\$221,483	\$241,706	\$526,726
Subtotal Employee Benefits	\$227		\$25,092	\$19,063	\$20,144	\$35,437	\$45,463	\$54,501
Subtotal Economic Development	\$7,993	\$23,200	\$141		\$1,525		\$9,659	\$23,200
Subtotal Marketing	\$3,647	\$30,941			\$27		\$3,673	\$30,941
Subtotal Office Expense	\$13,983	\$91,290	\$11,410		\$32,021		\$57,415	\$91,290
Subtotal Travel	\$2,046	\$7,199	\$165				\$2,211	\$7,199
Subtotal Professional and Contracted Services	\$3,750	\$(144)	\$23,100	\$30,000	\$18,600	\$41,759	\$45,450	\$71,615
<b>Total OpEx</b>	<b>\$34,366</b>	<b>\$219,438</b>	<b>\$188,259</b>	<b>\$287,355</b>	<b>\$182,951</b>	<b>\$298,679</b>	<b>\$405,576</b>	<b>\$805,472</b>
Operating Income	\$85,437	\$(16,296)	\$73,778	\$15,855	\$63,946	\$22,500	\$223,161	\$22,059
<b>Other Expense</b>								
<b>Other Expense</b>								
Bad Debt Expense	\$816						\$816	
Indirect Costs	\$(4,955)	\$(13,355)		\$15,855	\$4,955	\$22,500	-	\$25,000
<b>Subtotal Other Expense</b>	<b>\$(4,139)</b>	<b>\$(13,355)</b>		<b>\$15,855</b>	<b>\$4,955</b>	<b>\$22,500</b>	<b>\$816</b>	<b>\$25,000</b>
Change in Net Assets	\$89,576	\$(2,941)	\$73,778	-	\$58,991	-	\$222,345	\$(2,941)
Beginning Net Assets	\$214,600						\$214,600	
Ending, Net Assets	<b>\$304,176</b>						<b>\$436,945</b>	

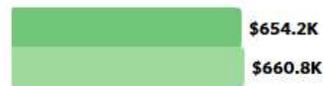
# REDI

## A/R Aging Summary

**Accounts Receivable (A/R)** represents the amount of money owed to a company by its customers, while **Accounts Payable (A/P)** represents the amount the company owes to its suppliers.

Monitoring these balances is essential for managing cash flow, optimizing working capital, and ensuring timely payments and collections.

### A/R Balance



\$(6.6)K ▼1%

Total

- Actuals | Feb '25 - Jan '26
- Previous period | Feb '24 - Jan '25

### A/P Balance



\$(66.0)K ▼158%

Total

- Actuals | Feb '25 - Jan '26
- Previous period | Feb '24 - Jan '25

Carolina Clavijo	-	\$63	-	-	-	\$63
Charmaine Gaylon-Haley	-	\$63	-	-	-	\$63
City of Frederick	\$10,000	-	-	-	-	\$10,000
Earth Radiance	-	-	\$271	-	\$250	\$521
Felicity	-	-	\$271	\$21	\$42	\$333
Juss Rite	-	\$63	-	-	-	\$63
Karen Robinson	-	\$270	-	\$271	-	\$541
Lakeisha Wells	-	\$270	-	-	-	\$270
MC - MWBC	-	\$65,273	-	-	\$25,000	\$90,273
Marcely King	-	\$63	-	-	-	\$63
Marlinda Boxley	-	-	-	-	\$271	\$271
Matt Clark	-	-	\$150	\$150	\$300	\$600
Myriam Osorio McCormick	-	\$63	-	-	-	\$63
Patience Moore	-	\$270	-	\$271	-	\$541
Paulette Mpouma .	-	\$270	-	-	-	\$270
Rock East 2	-	\$45,000	-	-	\$105,000	\$150,000
SBA - Bowie	-	-	-	-	\$212,500	\$212,500
SBA CORE - Federal	-	-	-	-	\$187,500	\$187,500
Stephanie Noze	-	-	-	-	\$271	\$271
<b>Total</b>	<b>\$10,000</b>	<b>\$111,668</b>	<b>\$692</b>	<b>\$712</b>	<b>\$531,133</b>	<b>\$654,205</b>