



**Finance Committee Meeting
April 14, 2026, 5:30 p.m.
Hybrid at REDI office
51 Monroe Street, PE20, Rockville, MD 20850 or**

Join Zoom Meeting

<https://us02web.zoom.us/j/87262871614?pwd=feyKK4TLN7tNw7WpbIH15ZageJoDu.1>

Meeting ID: 872 6287 1614

Passcode: 670749

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AGENDA

1. CEO/CFO/Treasurer Report
 - a. Review of Financials (through March)

Monthly Financials Summary

Overall Financial Performance

As of March 31, 2026, REDI, inclusive of MWBC, continues to demonstrate good operational performance, with a good operating income position and well-managed expenditures through the first nine months of the fiscal year. Cash and bank balances total approximately **\$1.74 million**, providing meaningful operational flexibility, with total assets of **\$2.55 million** against total liabilities of **\$897K**.

Key Takeaways for the Board

Strengths

- Strong operating income and expense discipline, with expenses at only 61% of budget through 75% of the fiscal year.
- Total assets of \$2.55 million, with significant net asset position of \$1.65 million total net assets year-to-date.

Risks to Monitor

- **Aged receivables concentration:** 86% of A/R is 91+ days past due — collection of SBA and Rock East balances is the single highest financial priority.
- **Revenue shortfall risk:** Total revenue is \$406,809 below the full-year budget is mostly attributable to Incentive/SBIG funds not recognized until awards.
- **Year-over-year revenue decline:** Revenue is down ~\$294,900 vs. the same period last fiscal year, driven largely by Incentive/SBIG funds revenue not recognized yet until awarded.

Looking Ahead

Over the coming months, management will focus on:

1. **Collection of aged receivables**, particularly the SBA-Bowie, SBA Core Federal, and Rock East 2 balances totaling over \$512,500 — collection is in process.
2. **Disciplined Q4 spending**, aligning remaining expenditures with program delivery and ensuring the fiscal year closes within budget expectations.
3. **Strategic planning for FY2027**, includes strategies for revenue diversification, grant contract pipeline development, and proactive engagement with major funding partners to reduce concentration risk.
 - b. Continue discussion about Longevity bonuses – benchmarking suggests \$100 per year is appropriate.
 - c. Discuss Metrics and KPI's for financial report alignment with program data.
 - d. Grants updates
 1. Update on grants applications:
 - a. Montgomery County – MWBC and Placemaking
 - b. Senators' Earmark process
 - c. Montgomery County Placemaking
 - d. Citi Foundation
 - e. Still Pending - SBA FY2019 and FY2022 audits
2. Other Business - None

Next Meeting: May 12, 2026, 5:30 p.m.