



**Finance Committee Meeting
May 12, 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) Note new metric graphics.

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. Grants updates
 1. Update on grants applications
 - d. Still Pending - SBA FY2019 and FY2022 audits
2. Other Business - None

Next Meeting: June 9, 2026, 5:30 p.m.