COVID-19

Sponsored By

Fifth Third Bank

Strengthening our communities.
• All lines are muted.
• Feel free to ask questions by typing your question in the chat box.
• If you lose your Internet connection, reconnect using the link e-mailed to you.
• The presentation and recording are available on the COVID-19 Resources Hub located on the Prosperity Indiana website (www.prosperityindiana.org/page-18228)
Jessica Love, Executive Director
PROSPERITY INDIANA
WELCOME

Jadira Hoptry, Vice President | Community and Economic Development Manager

FIFTH THIRD BANK

Strengthening our communities.
• Founded in 1986 as the Indiana Association for Community Economic Development

• “Prosperity Indiana builds a better future for our communities by providing advocacy, leveraging resources, and engaging an empowered network of members to create inclusive opportunities that build assets and improve lives.”

• RESOURCES, ENGAGEMENT, ADVOCACY, and PROGRAMS
Jacob Brown, Vice President and Business Banking Relationship Manager

Strengthening our communities.
Financial Analysis & Trends for Non-Profits

Jacob Brown | June 15, 2020
Short Term Concerns

- **Cash Flow**
  - Monthly dashboard
  - Compare YoY

- **Goals**
  - 90 days of cash flow
    - Debt service
    - Operating cash

- **Income**
  - Seasonality of payments
  - Availability to reach funders
  - Ability to fundraise

- **Remote Operation**
  - Costs to move to remote work
  - Paid/volunteer ability to work
  - Different area restrictions
Long Term Concerns

- Projecting Cash Flow
  - Fixed expenses
  - Automate A/R, A/P, payroll
  - Proceeds from EIDL, PPP
- Leverage existing balance sheet
  - Last resorts
  - Temporary leverage of fixed assets

- Be proactive
  - Review debt structures
  - Synergy in operations
- Long-term mission execution
  - Rebrand?
  - Focus areas?
  - What are you hearing from donors?

Trends Related to Covid-19
Looking forward

What’s Next for Your Team?
Stay Focused

Know your revenue cycle

Understand cash flow and look for optimization

Early intervention is key
Thank you!

Q&A
STRONGER NONPROFITS INITIATIVE
Amandula Anderson, Director of Real Estate Solutions - Indiana
QUESTIONS?
covid19response@prosperityindiana.org