WELCOME!



FINANCIAL

REVIEW

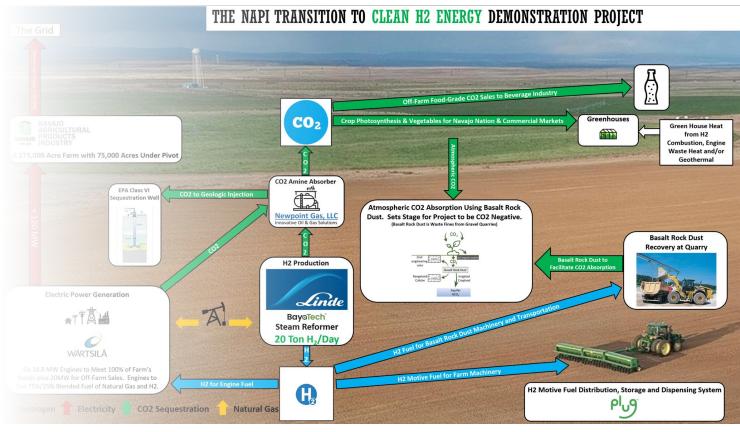
			Four C	orners E	conomi	c Develo	pment!	Scoreca	rd					in i
	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan:23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	YID	FYE Bud
Membership (Inc.+Foundation)														
Beginning	87	88	89	90	92	92	91	91	92	93	92	92	87	
New members	1	2	1	2	1	0	1	1	1	0	0	0	10	20
Resigned members	0	1	0	0	1	1	1	۵	0	1	0	0	5	
Ending	88	89	90	92	92	91	91	92	93	92	92	92	92	107
Renewing Members	8	7	0	5	4	4	4	6	7	6	6	9	66	1
Financial Performance														
Income statement														
Foundation revenue	7250	12500	11250	10000	12500	27750	16500	13500	19750	10000	12500	36500	190000	
Inc. revenue	14900	19650	3500	3950	9000	10850	20778	10400	14550	10100	10050	6350	134078	
Grant revenue	10000	0	0	10000	0	0	35000	0	0	10000	0	0	65000	1
Other revenue	1335	732	2042	44	266	257	2127	389	397	444	517	465	9015	1
Total revenue	33485	32882	16792	23994	21766	38857	74405	24289	34697	30544	23067	43315	398093	J
Officer expense	15830	16138	22162	15201	17287	15830	16241	15867	23450	13950	15	2097	174068	
Consultant expense	17378	15772	28282	18294	14597	23094	19227	32100	48724	0	15171	15750	248389	Į
Total personnel expense	33208	31910	50444	33495	31884	38924	35468	47967	72174	13950	15186	17847	422457	
Website/IT expense	652	652	14553	653	653	10649	653	653	653	653	5152	652	36228]
Accounting expense	1143	0	2421	525	466	428	655	894	634	850	634	986	9636	1
Marketing Expense	5358	556	1163	124	2132	4002	354	5904	6589	1477	741	1811	30211	1
Foundation Expense	742	0	1728	363	1777	3250	13080	5235	297	5988	373	13285	46118	1
Other expense	2167	1247	2514	848	4094	624	1381	3419	4621	1080	2089	586	24770	
Total expenses	43270	34365	71095	35645	37097	50625	38511	58837	84671	18010	23802	35267	531195	1
Net cash flow	-9785	-1483	-54303	-11651	-15331	-11768	35894	-34548	-49974	12534	-735	8048	-133102	1
Balance Sheet (000)				li .						75				
Total assets-Inc.	229	200	147	126	101	75	69	22	39	42	99	127	127	1
Total liabilities-inc.	22	28	10	8	7	7	19	22	10	11	22	10	10	4
Equity-Inc.	207	172	137	118	94	68	50	0	29	89	77	118	118	J
Liquidity (000)														1
Accounts receivable	11	6	16	19	21	39	9	5	7	47	60	68	60	
Accounts payable	6	25	4	3	3	4	15	9	2	3	17	6	17	-
Bank balance-Foundation	329209	341726	351291	353472	364251	390229	394026	402541	342390	342535	335179	318859	318859	-
Bank balance-Inc.	214273	191035	128754	94140	70904	34873	58282	16692	30088	41990	26334	56207	56207	-
Total bank balance	543482	532761	480045	447612	435155	425102	452308	419233	372478	384525	361513	375066	375066	
Business Development											<u> </u>	-		2
Existing member calls made	5	4	2	3	3	2	1	3	1	3	6	2	35	
Prospect calls made	3	6	5	3	4	5	3	2	2	4	4	1	42	



SEARCH COMMITTEE UPDATE



REVIEW



Creating a New Hydrogen Economy:

WISHH Submission



REVIEW

HELPING EXISTING BUSINESSES:

20+ BRE Visits



REVIEW







Educating Businesses & the Public:

3 Breakfast Meetings



REVIEW



EDGE Awards Banquet







REVIEW

Getting Focused:

FINAL REPORT

COMPETITIVE ASSET ASSESSMENT AND DIVERSIFICATION STRATEGY

Executive Summary

November 28, 2022











Diane Lupke & Associates, Inc.

Consultants in Economic Development and Emerging Markets

Szatan & Associates

Completed Asset Assessment







REVIEW

New Relationships:

5 New 4CED Members



REVIEW



Investing in the Future:

Advanced Desk to Careers



REVIEW



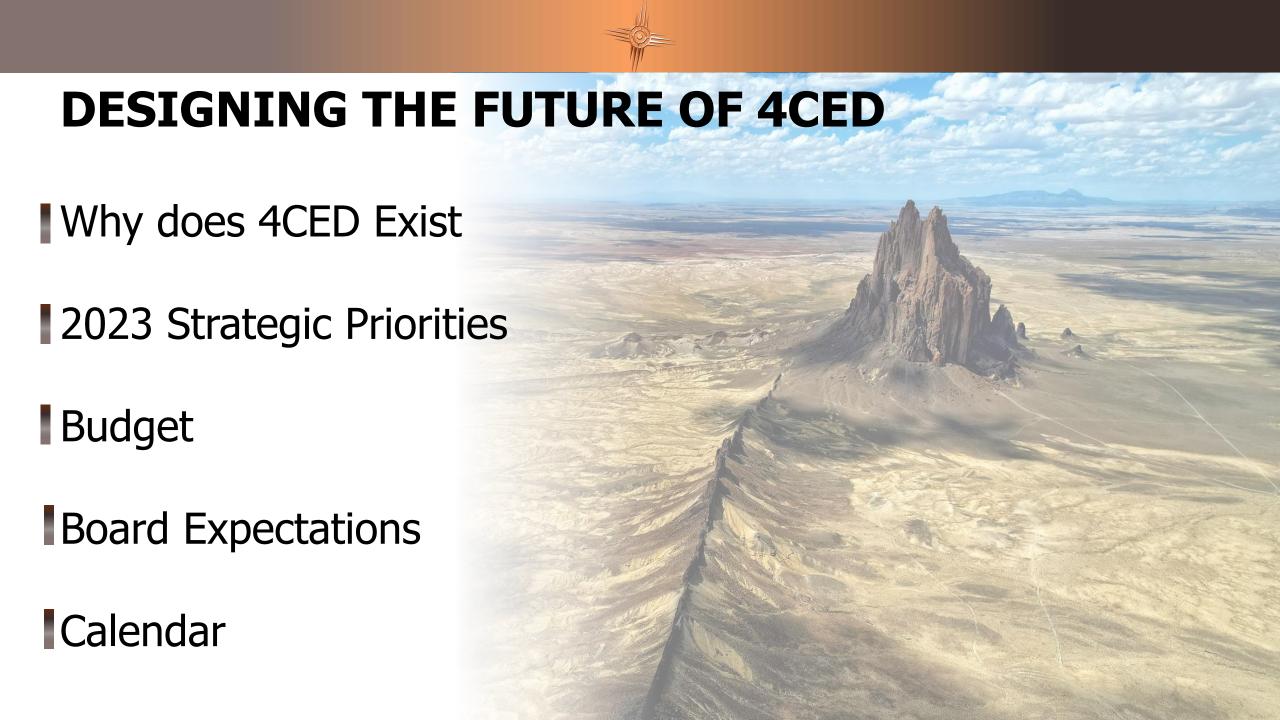
Political Alignment:

Advocated at Legislative Session



DESIGNING THE FUTURE OF 4CED





MISSION

SEE
ECONOMIC
PROSPERITY
FOR ALL

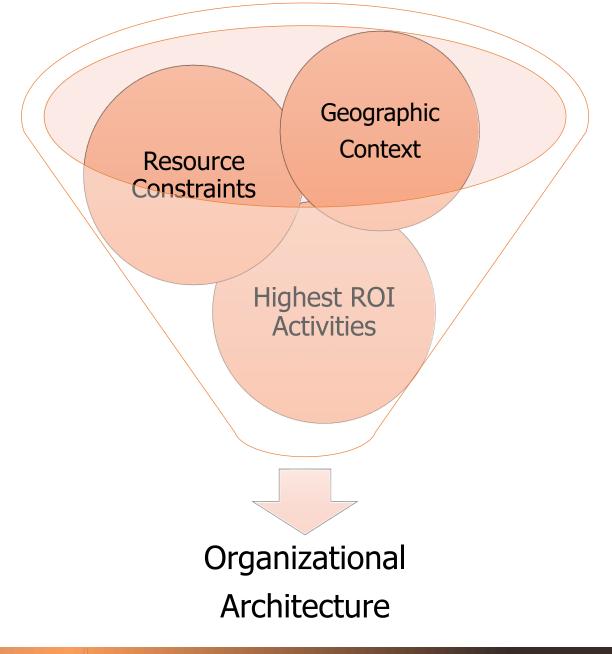
DO HELP BUSINESSES THRIVE



VISION

MISSION

How do you design an organization that does that well?





ORG



Four Corners Economic Development Organization Chart

Board of Directors

CEO











REMOTE WORKERS



BRE Specialist

Research & Implement BRE best practices.

*Business Visits
*Connect existing
business with community
resources.
*Maintain records of
existing businesses
*Prepare reports on BRE
findings & build database
of business intelligence

*Prepare reports on BR findings & build databas of business intelligence *Maintain relationship with business building community assets *Manage/Support BRE projects.

Marketing & Data Specialist

Develop Brand & Image of 4CED

*Develop, implement, and track marketing programs such as email, social media, or digital campaigns, and events *Collaborate with other internal teams to develop and monitor strategic marketing initiatives *Work with external agencies to execute marketing initiatives *Write, proofread, and edit creative and technical content across different mediums *Update website with relevant data for site selectors and data warehousing

Business Administrator

Overall Financial Management of 4CED

*Oversee the budget and expenses of each department *Prepare and report financials to CEO & Board and recommend strategies *Renegotiate vendor

contracts to obtain better rates *Work with outside vendors for payroll, AP,

AR.
*Track, Receive, Deposit
member dues.
*Set up appointments

*Set up appointments, reserve rooms, prepare for meetings on behalf of the organization.

*Take minutes at appropriate meetings.

Business Development/Grant Specialist

Increase 4CED Revenue

*Identify and research potential clients
*Develop and maintain client relationships
*Make and give presentations to prospective clients and internal team
*Work with outside vendors to identify and submit for grant opportunities
*Support project teams with duties as needed

Project Manager

Drive Specific ED Initiatives

*Determine and define project scope and objectives *Predict resources needed to reach objectives and manage resources in an effective and efficient manner *Develop and manage a detailed project schedule

*Manage contracts with vendors and suppliers by assigning tasks and communicating expected deliverables

and work plan

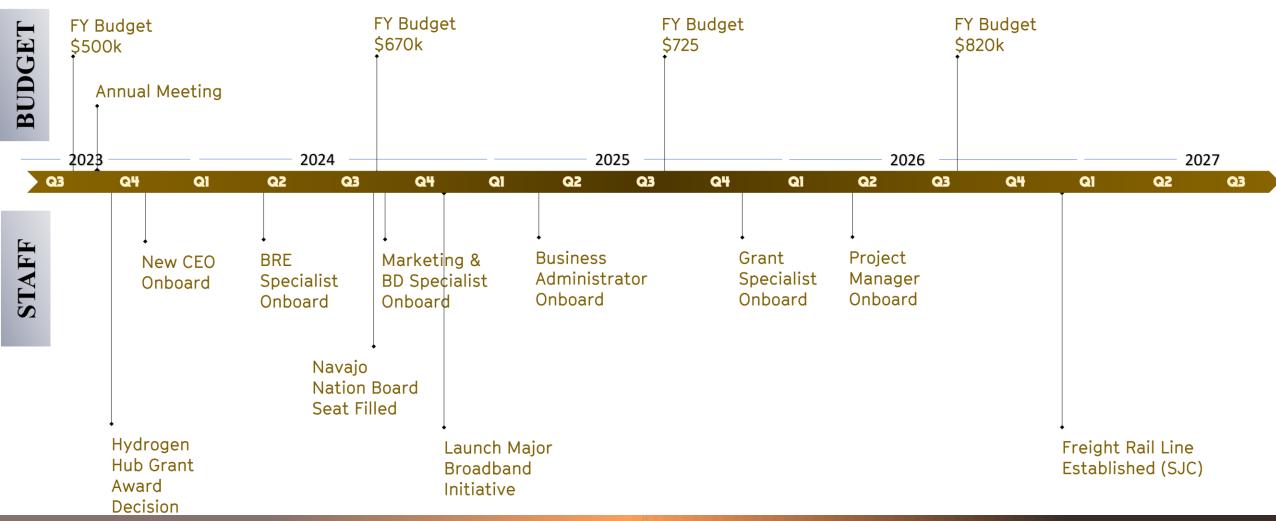
*Measure project performance to identify areas for improvement *Report project progress to CEO & Board

Volunteer Support



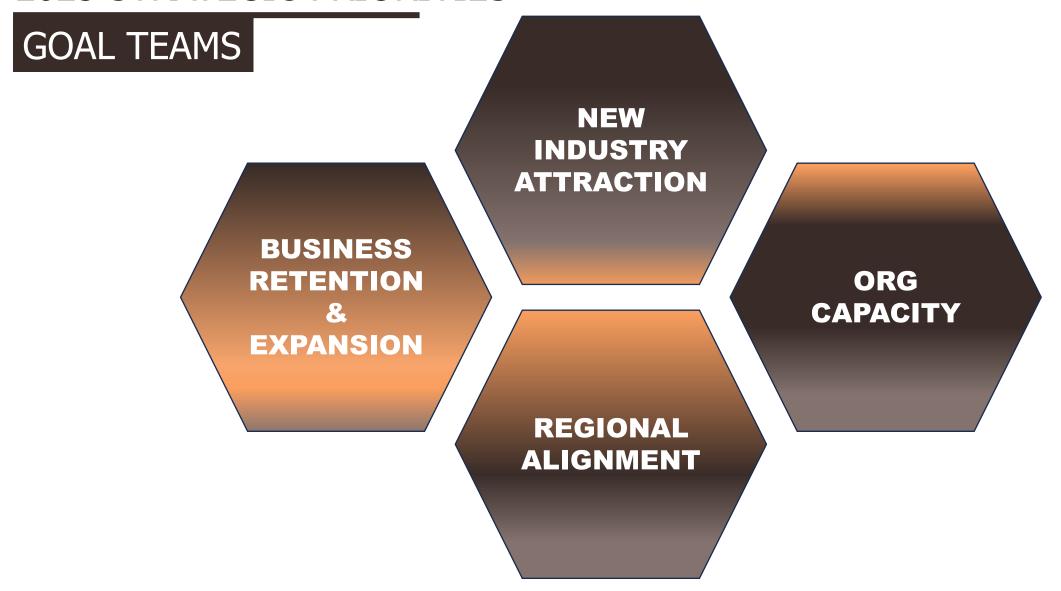
PROJECTED

TIMELINE





2023 STRATEGIC PRIORITIES





STRATEGIC PRIORITIES

GOAL TEAMS

BUSINESS
RETENTION
&
EXPANSION

NEW INDUSTRY ATTRACTION

REGIONAL ALIGNMENT

ORG CAPACITY



Onboard New CEO

NMEDD Certification

Grant Writing

BRECC

Balance Budget

Education



STRATEGIC PRIORITIES

GOAL TEAMS

BUSINESS RETENTION & EXPANSION

NEW INDUSTRY ATTRACTION

ORG CAPACITY

REGIONAL ALIGNMENT



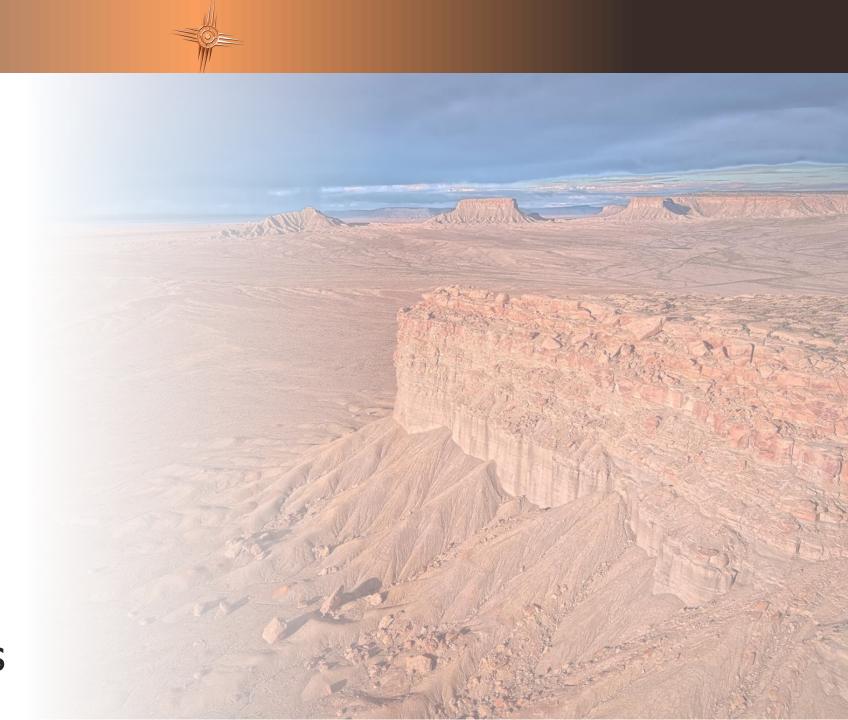


CorridorBeautification

Success Skills Certification

EDGE Awards

Quarterly Breakfasts

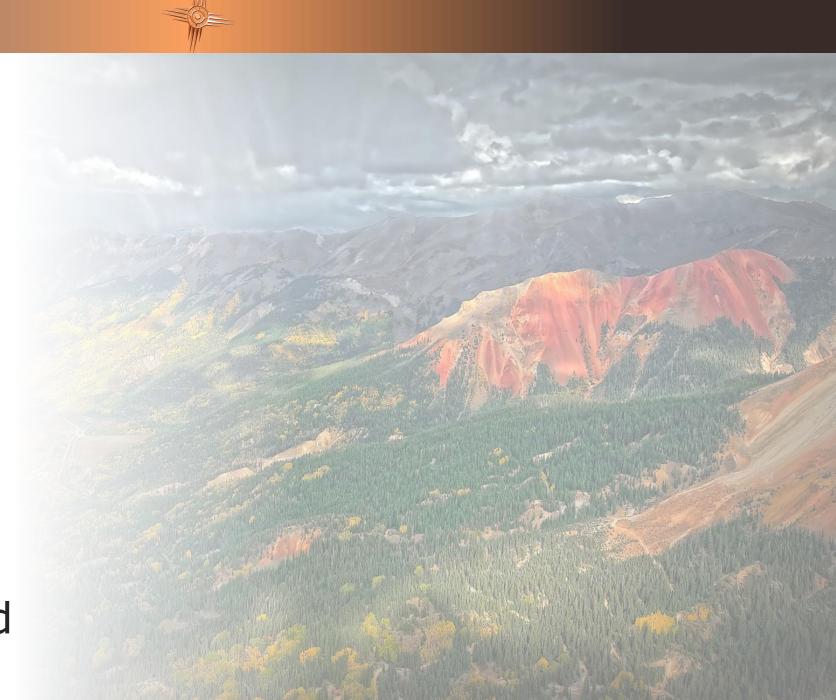








- Support Partner Org Efforts (Rail, ORE)
- Entrepreneurship
- Desk to Careers
- Support a Broadband Effort



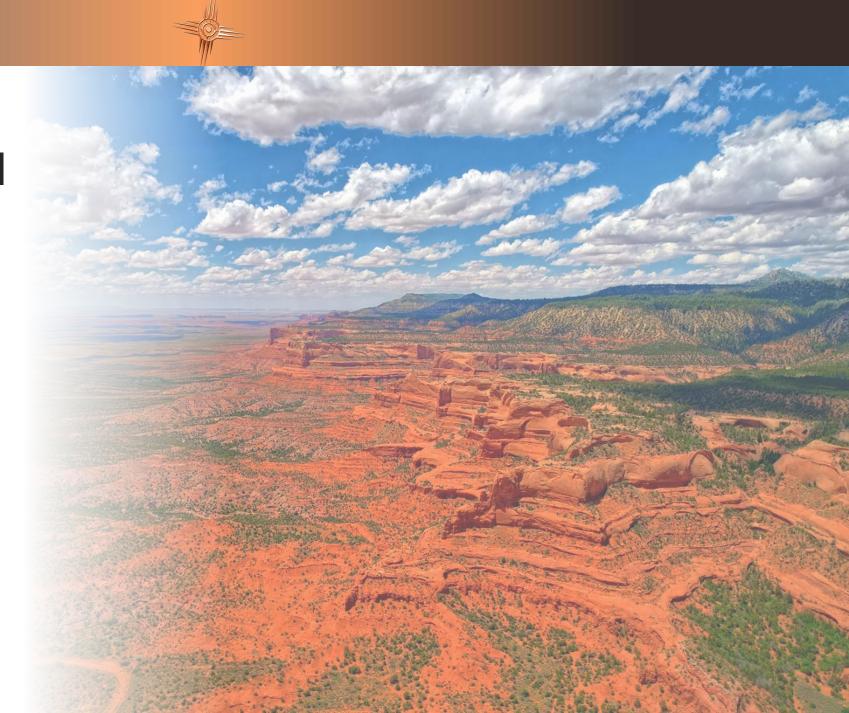
STRATEGIC PRIORITIES GOAL TEAMS NEW **INDUSTRY ATTRACTION BUSINESS** RETENTION **ORG CAPACITY EXPANSION REGIONAL ALIGNMENT**



Legislative & Special Interest Advocacy

10 New Members

Advance Shared Opportunities



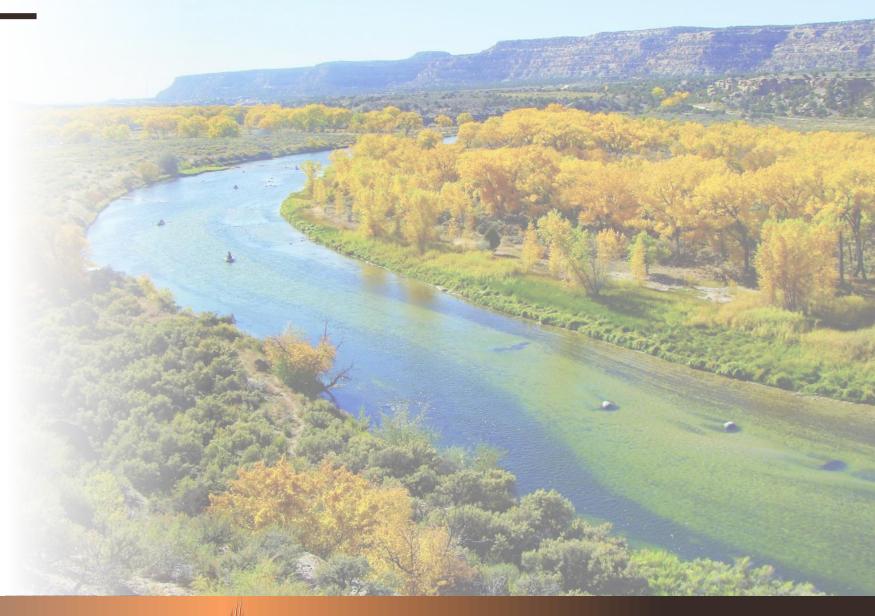


SHARED VIEW OF SUCCESS

- Does it create/retain jobs? Particularly Economic Base jobs?
- Does it add to the Tax Base (GRT, Property)?
- Does it increase our population?
- Does it increase quality of life?
- Does it align with partner/stakeholder priorities?
- Does it make 4CED more credible/sustainable/effective?

FINANCIALS &

BUDGET





\$94k

MARKETING & WEBSITE \$76k

> BR&E \$106k

REGIONAL EDO SUPPORT \$20k

> **PROJECT SUPPORT** \$50k

> > **ADVOCACY**

GRANT PURSUIT EDUCATION

BOARD MEMBER

EXPECTATIONS

- Attend Board Meetings
- Attend new board member orientation
- Participate in one of the subcommittees or goal teams (goal teams meet once per month)
- Attend the annual meeting
- Engage in at least one Economic Development training per year during tenure
- Attend annual EDGE awards banquet
- Advocate strongly in appropriate venues for 4CED and its economic development work



BOARD

MEETINGS

4CED, Inc	2023							2024						
2023/2024	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
Full Board Meeting- meets at QCB at 7:30 a.m3rd Wednesday			X Wed. 20th		X Wed. 15th		X Wed. 17th		X Wed. 20th		X Wed. 15th			
Executive Committee Meeting-meets at QCB at 7:30 a.m 4th Wednesday		X Wed. 23rd		X Wed. 25th				X Wed. 21nd		X Wed. 24th		X Wed. 26th		
Annual Board Meeting-meets at QCB at 8:15 a.m 2nd Wednesday in July		X Wed. 2nd												
4CED Foundation	2023						2024							
Annual Board Meeting-meets at TBD at 7:30 a.m 2nd Wednesday in July		X Wed. 2nd												



THE FUTURE IS WHAT WE MAKE IT

