

THE STATE OF CAFR

Financials

Membership

Activities



**thank
you**

**Amber Swasey
Brandy Dietz
Bryce Isaacson
Caroline Mitchell
Cliff Henry
Eric Heyboer
Janice Oldemeyer
Jessie Burley
Laurie Batchelder Adams
Lisa Skumatz
Matt McLaughlin
Megan Lane
Tameem Khizer
Tim Daily**











AMY!

2016 Highlights

- Saved Recycling Businesses Money
- Rubbed Elbows with CO's Elected Officials
- Partied in Grand Junction
- Went to Happy Hours and the Zoo
- Worked with CDPHE
- Helped the kids




Strategic Plans

Goal / Strategy	Status
Focus on providing valuable services to members	
Attract businesses members that use recycling services / resources	
Draft a unified message re what CAFR is – tailor it to different audiences	
Improved / increased networking events	
Support recycling market study from CDPHE	
Building – physical presence	
Rebranding with an expansion to materials management	
Address/monitor barriers to industry and share with membership	
Become more of a driver in recycling work – path to this is through the Governor's office	
Build up to a Big Summit in Denver	

Honoring Cara Russel

- The 'Cara Russel Rising Star' Award in 2017
- Donated \$5,000 to Arvada West High School 'Cara Russel Memorial Fund' to support students interested in non-profit careers





**1 in 3 women have
been victims of physical
violence by an intimate
partner in their lifetime**

**The most
dangerous place in
the U.S. for women is
the home.**

-Gloria Steinem

**It's time for change.
Help build a future without domestic violence.
Join us for Domestic Violence Awareness Month**



The Search is On

The screenshot shows the EFL Associates website homepage. At the top left is the EFL logo. To its right is a navigation bar with links for Specialties, Partners, Intelligence, Open Positions, Search Committee, and About Us. Further right are social media icons for Twitter, LinkedIn, and YouTube, followed by a 'Find Us' link and a search bar. The main content area features a large banner for 'Industry Expertise' with a background image of a busy office. Below the banner are three smaller images: 'Partners' (a meeting), 'Thought Leadership' (a stock market chart), and 'Industry Expertise' (a group of people). On the right side, there is a 'Search Statistics' box with a list of key metrics.

EFL

Follow Us: [Twitter](#) [LinkedIn](#) [YouTube](#) Find Us Search...

Specialties Partners Intelligence Open Positions Search Committee About Us

Industry Expertise

EFL Associates has 10 industry specialties that serve clients' specific talent management needs.

[READ MORE](#)

Search Statistics

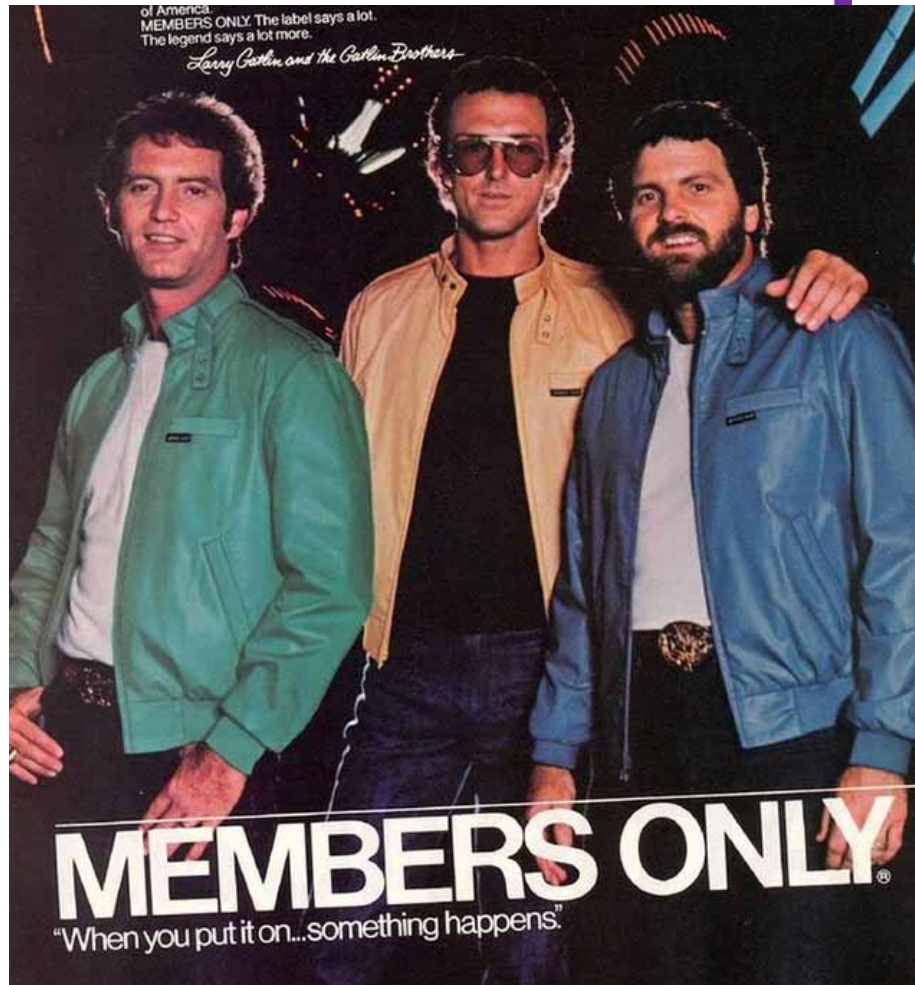
- 5,000 - Completed searches
- 1978 - Firm's founding year
- 101 - Average days to completion rate
- 60 - Percent of repeat clients
- 48 - States with completed searches
- 10 - Specialty practices
- 5 - Locations across the nation
- 2 - Percentage rank among U.S. retained executive search firms

Partners Thought Leadership Industry Expertise

EFL Associates - Consult First. Search Second.

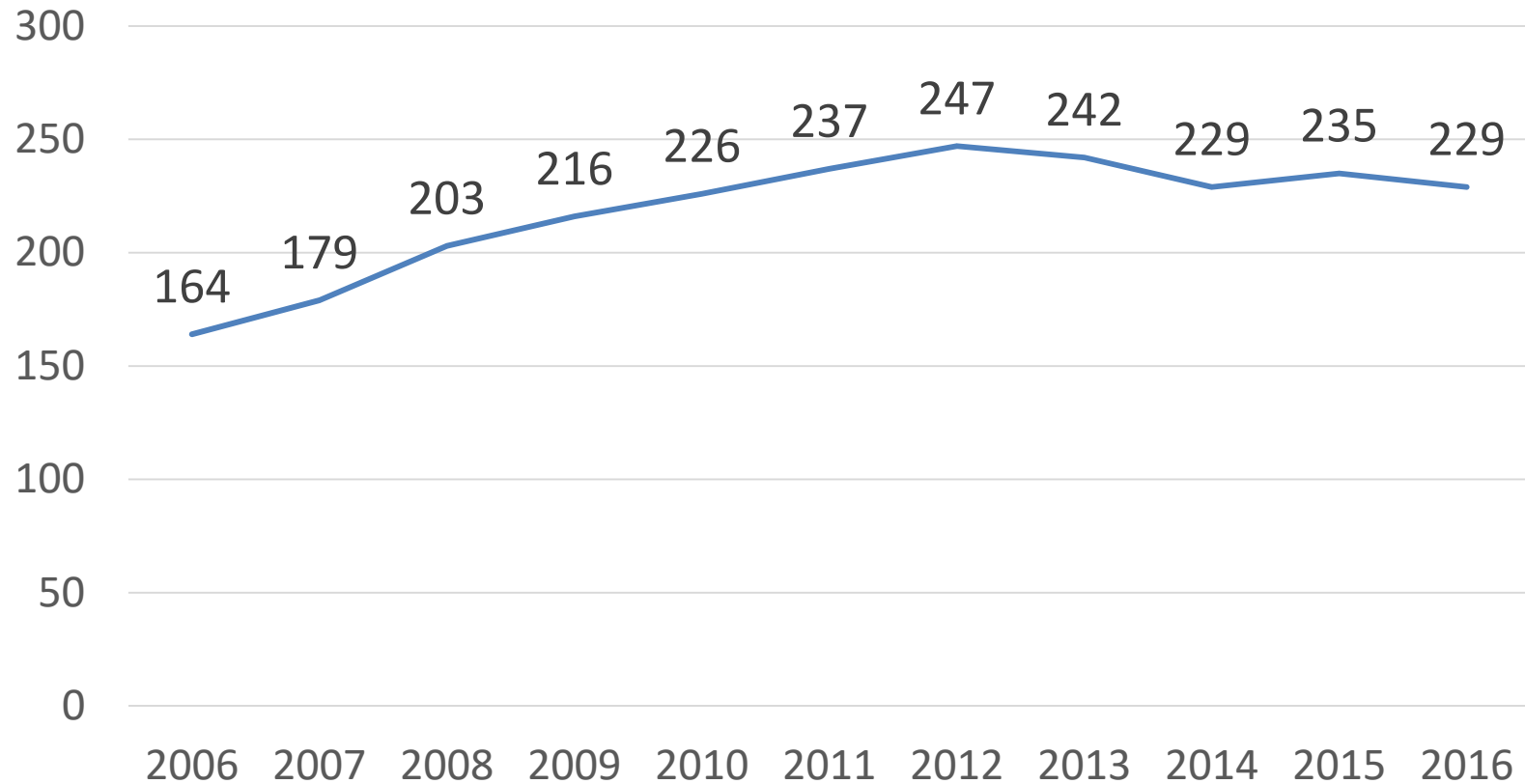
EFL Associates is a retained executive search firm that provides executive recruitment solutions for clients who need to

Membership



10/21/2015

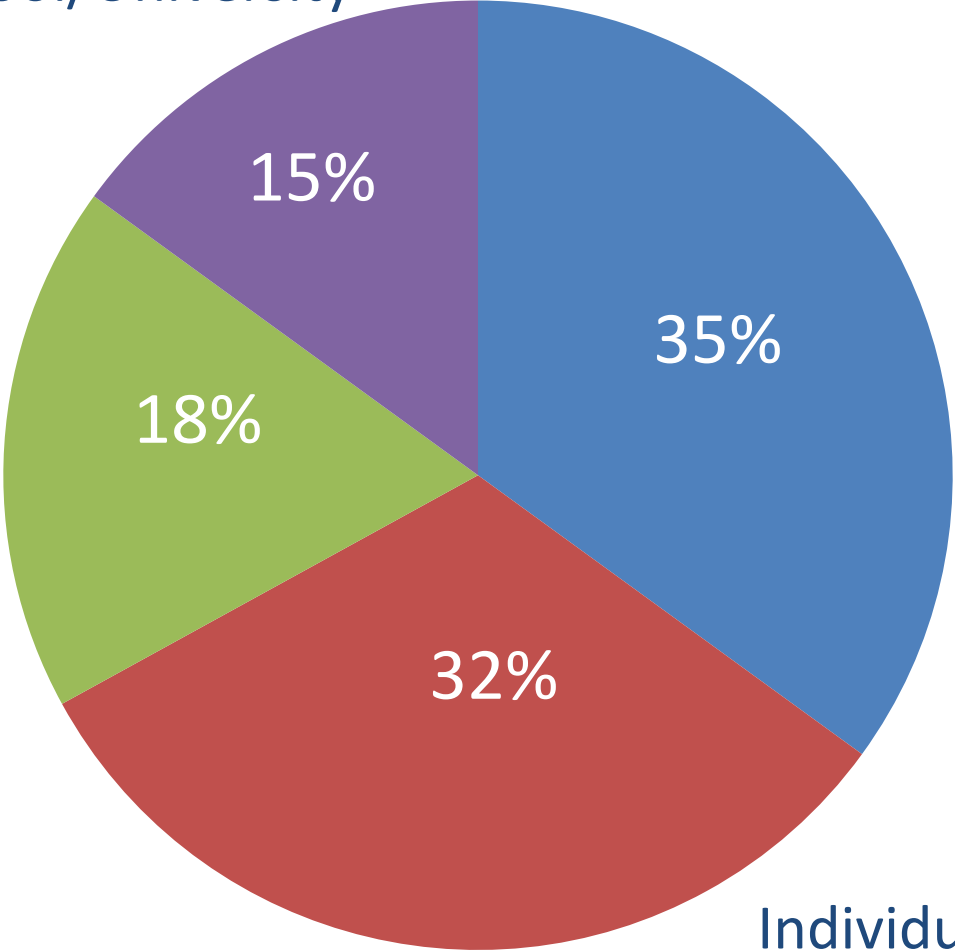
Number of CAFR Members



Membership

As of October 1, 2016

Nonprofit/School/University



Business

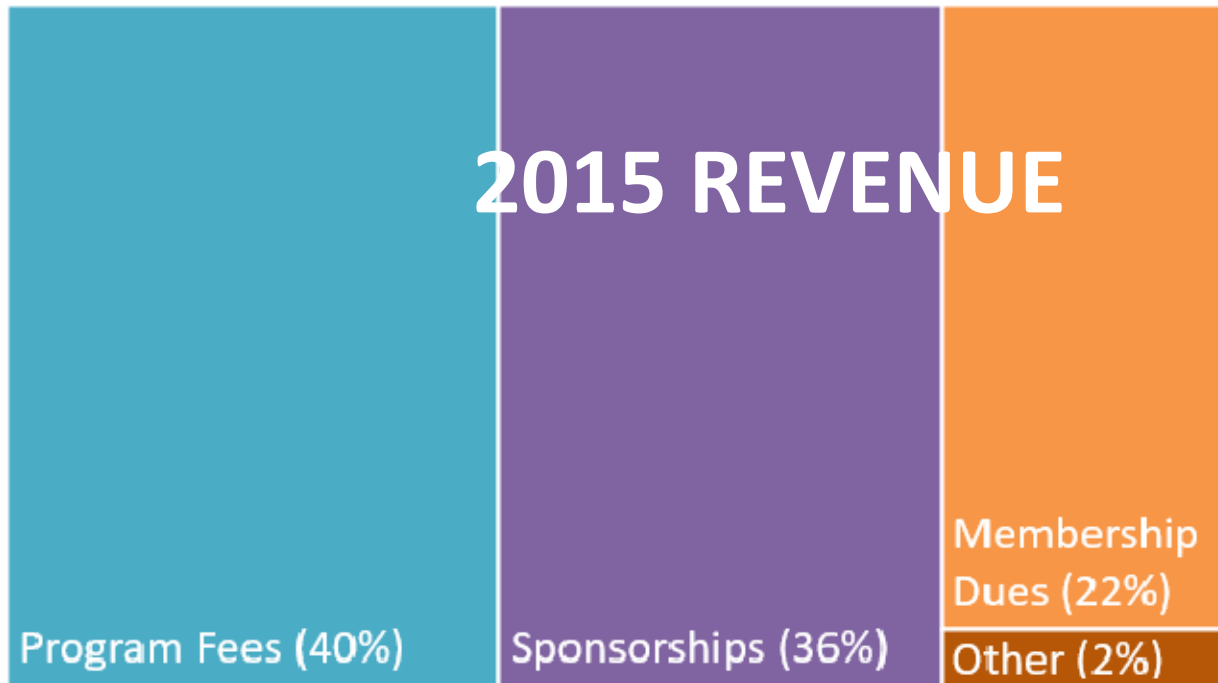
Government

Individuals

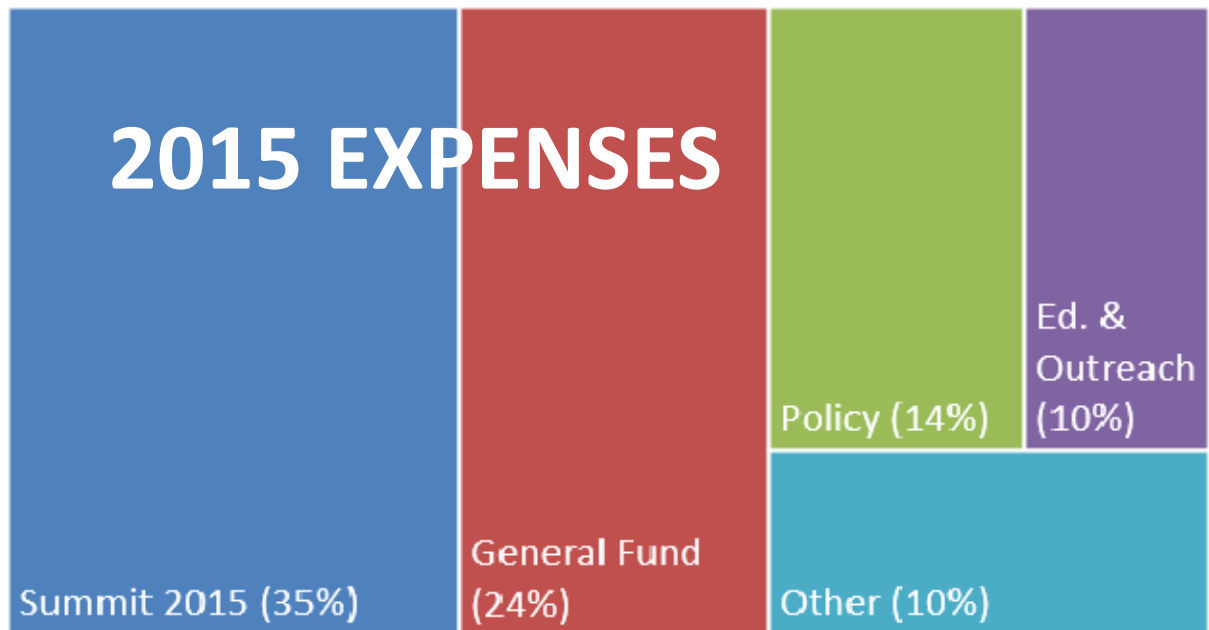
Financials



2015 REVENUE



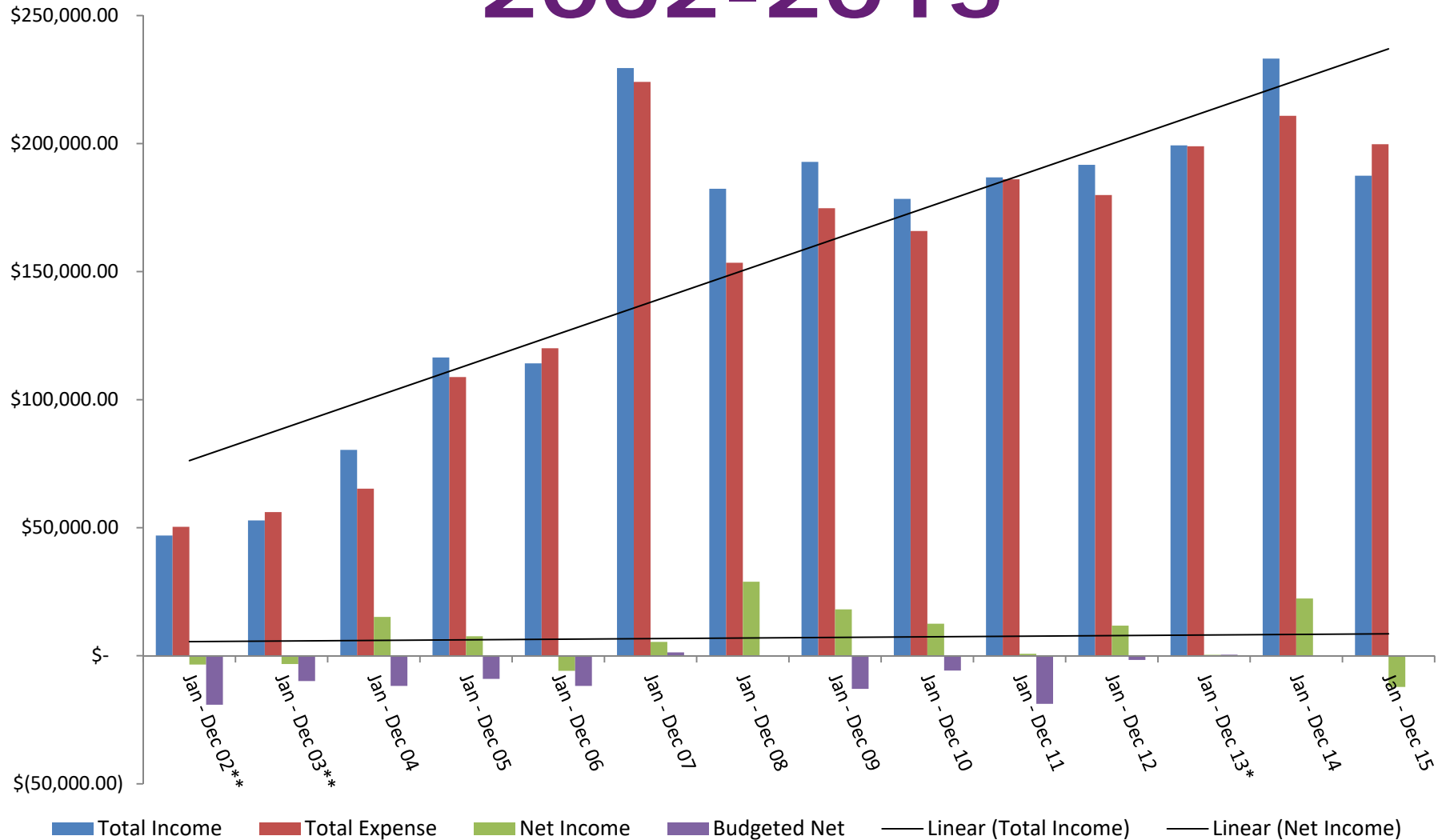
2015 EXPENSES



Profit & Loss Summary 2015

January – December 2015	
Total Income	\$ 187,472
Total Expense	\$ 199,743
Net Income	(\$ 12,194)

CAFR Income / Expense 2002-2015



Profit & Loss Comparison

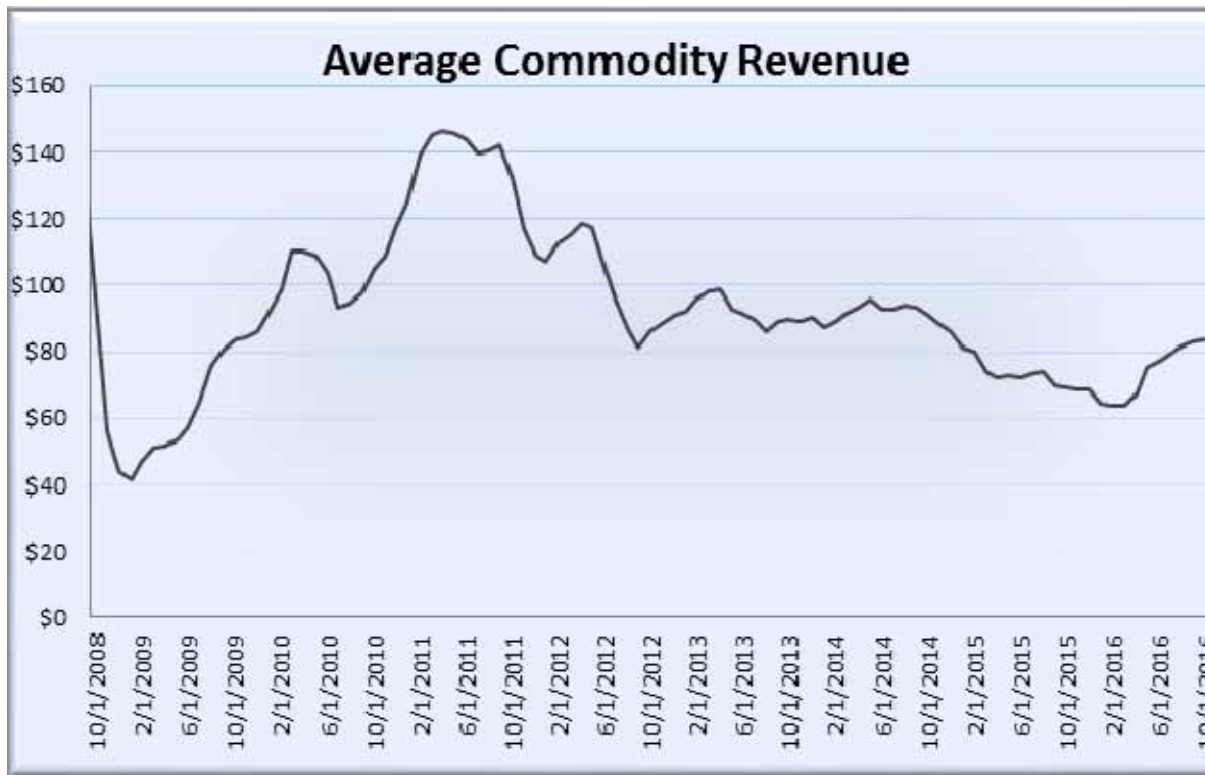
<u>Balance Sheet</u>	<u>This Year thru Date</u>	<u>Prior Year Thru Date</u>	<u>\$ Change</u>	<u>%</u>
Total Assets (incl A/R)	\$ 173,788	\$ 172,826	\$ 962	1%
Current Assets - Cash	\$ 78,837	\$ 84,823	\$ (5,986)	-7%
Current Assets - Domini	\$ 81,349	\$ 81,302	\$ 48	0%
Total "Cash Equiv"	\$ 160,186	\$ 166,125	\$ (5,938)	-4%
Cash Reserves % of OP Exp.	130%	<== Goal 100% - MET		

Total Annual Budget (2016 YTD)

Budgeted Income	\$ 181,245	Actual Income	\$ 135,638
Budgeted Expense	\$ 198,225	Actual Expense	\$ 122,582
Budgeted Net	\$ (16,980)	Actual Net	\$ 13,056

What's Going On?

- No Executive Director for much of the last year
- Membership and sponsorship down slightly
- Summit in Grand Junction



ACR

THE BAD

- Current price is 8% lower than the **high** end price in the last 24 months
- Current price is 37% lower than the **high** end price in the last 60 months

THE GOOD

- Current price is 25% higher than the **low** end price in the last 24 months
- Current price is 25% higher than the **low** end price in the last 60 months

Moving Forward



- Hiring an ED
- Focus on Membership growth and value (new business events, summit track, increased networking, pushing policy that helps our members)
- Lobbying day
- Strategic planning
- Fort Collins Summit 2017!



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