

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 is a 'Follow Us' section with icons for Twitter, LinkedIn, and YouTube, followed by a 'Find Us' link and a search bar. The main content area features a large banner with the text 'Industry Expertise' and a sub-headline 'EFL Associates has 10 industry specialties that serve clients' specific talent management needs.' Below this is a 'READ MORE' button. To the right of the banner is a 'Search Statistics' box with a list of key metrics. At the bottom of the banner area are three smaller images with captions: 'Partners' (showing a meeting), 'Thought Leadership' (showing a stock market chart), and 'Industry Expertise' (showing a busy office).

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

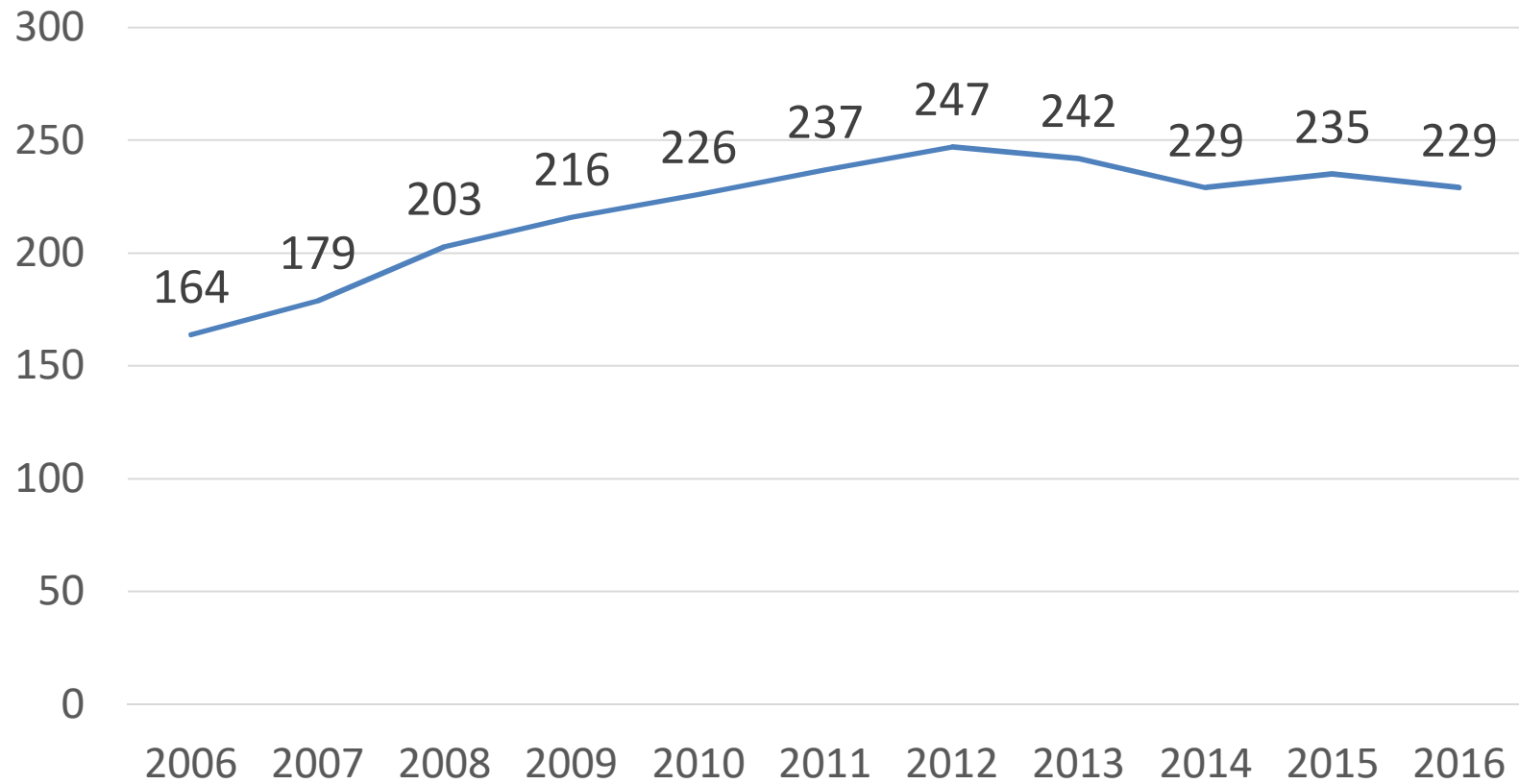
EFL Associates - Consult First. Search Second.

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

Membership



Number of CAFR Members



Membership

As of October 1, 2016

Nonprofit/School/University

15%

35%

Business

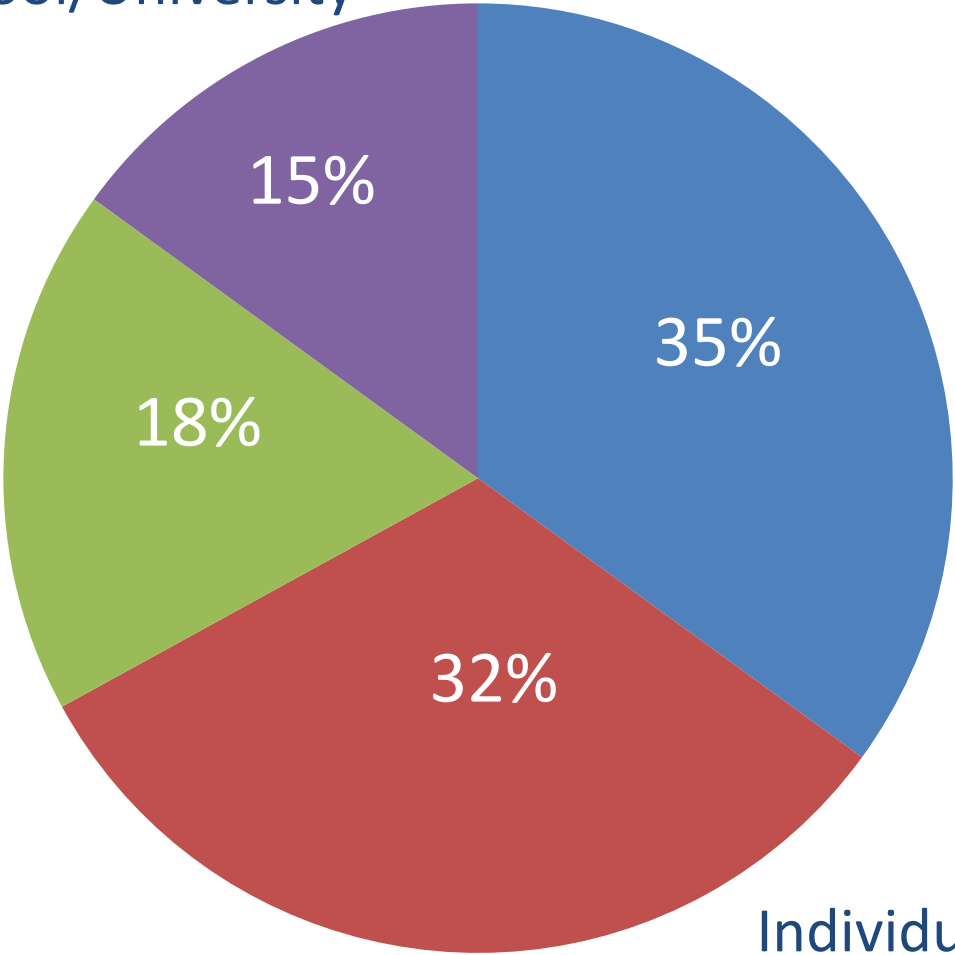
18%

Government

32%

Individuals

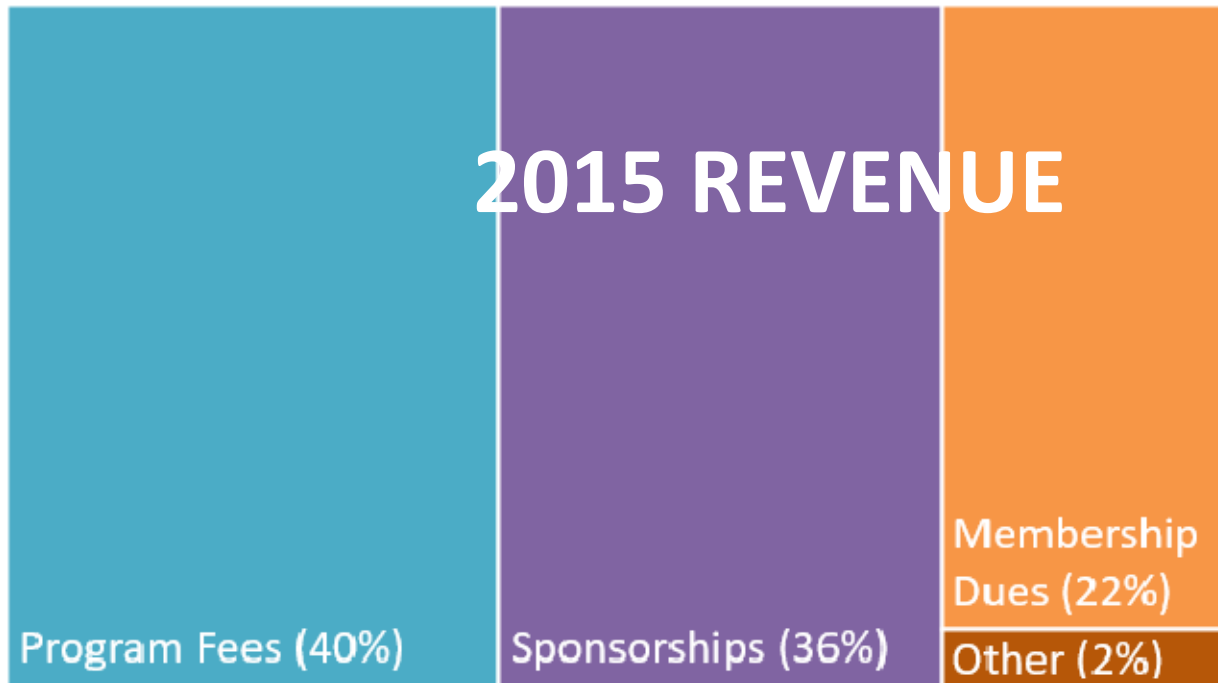
10/19/2016



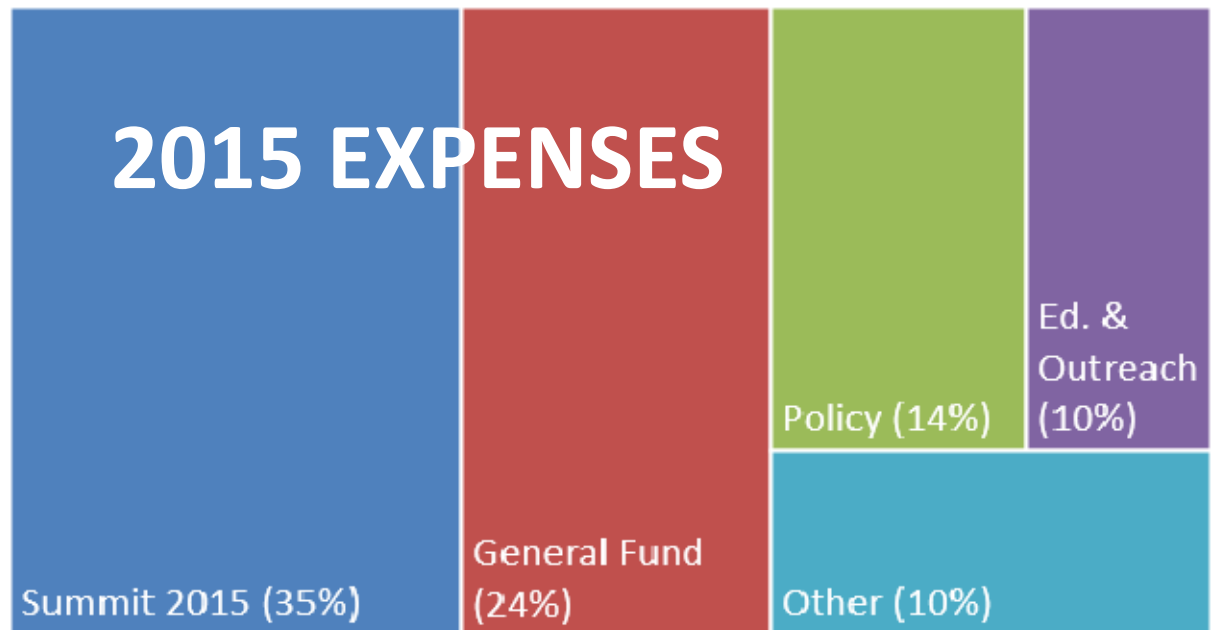
Financials



2015 REVENUE



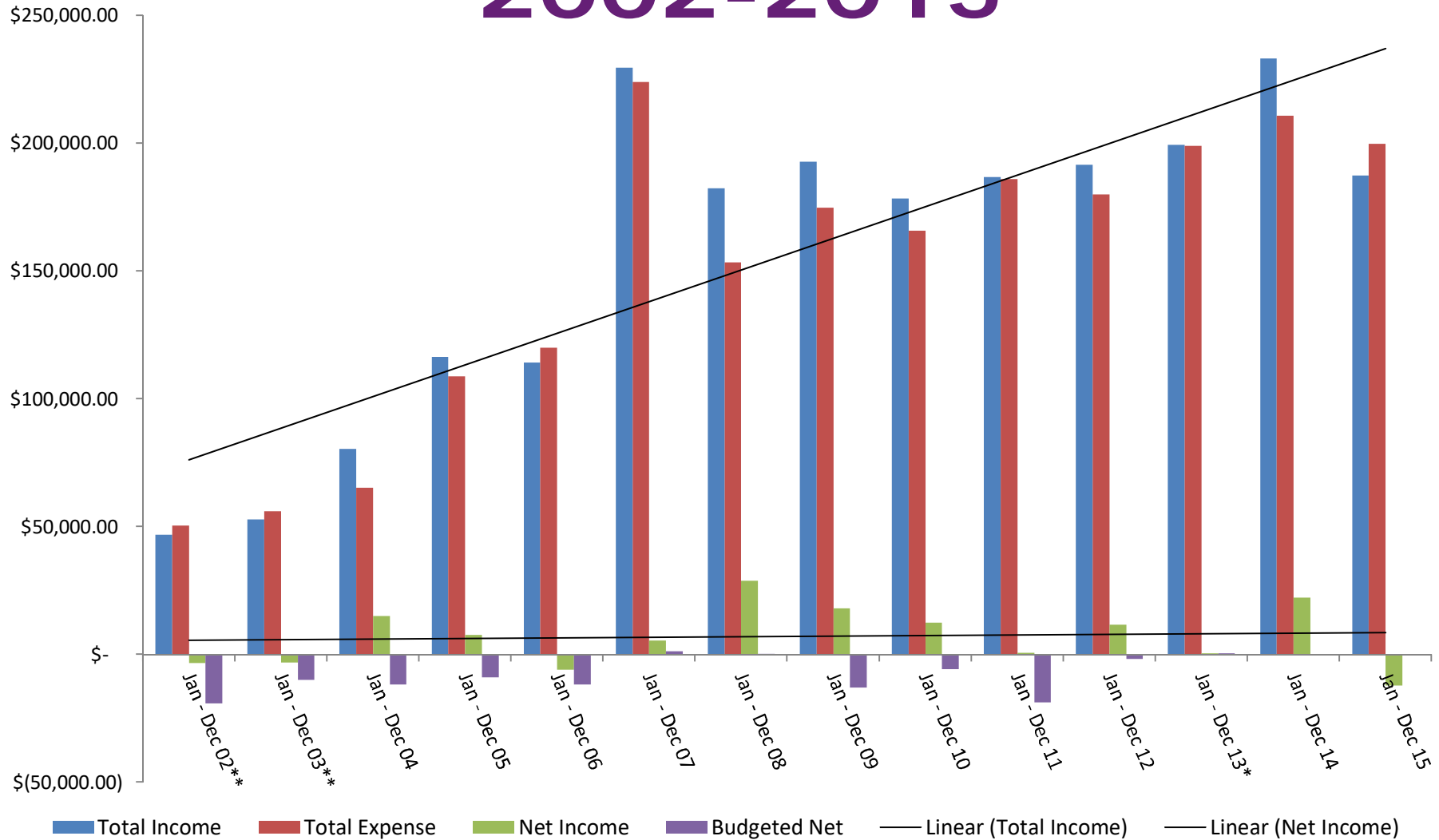
2015 EXPENSES



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

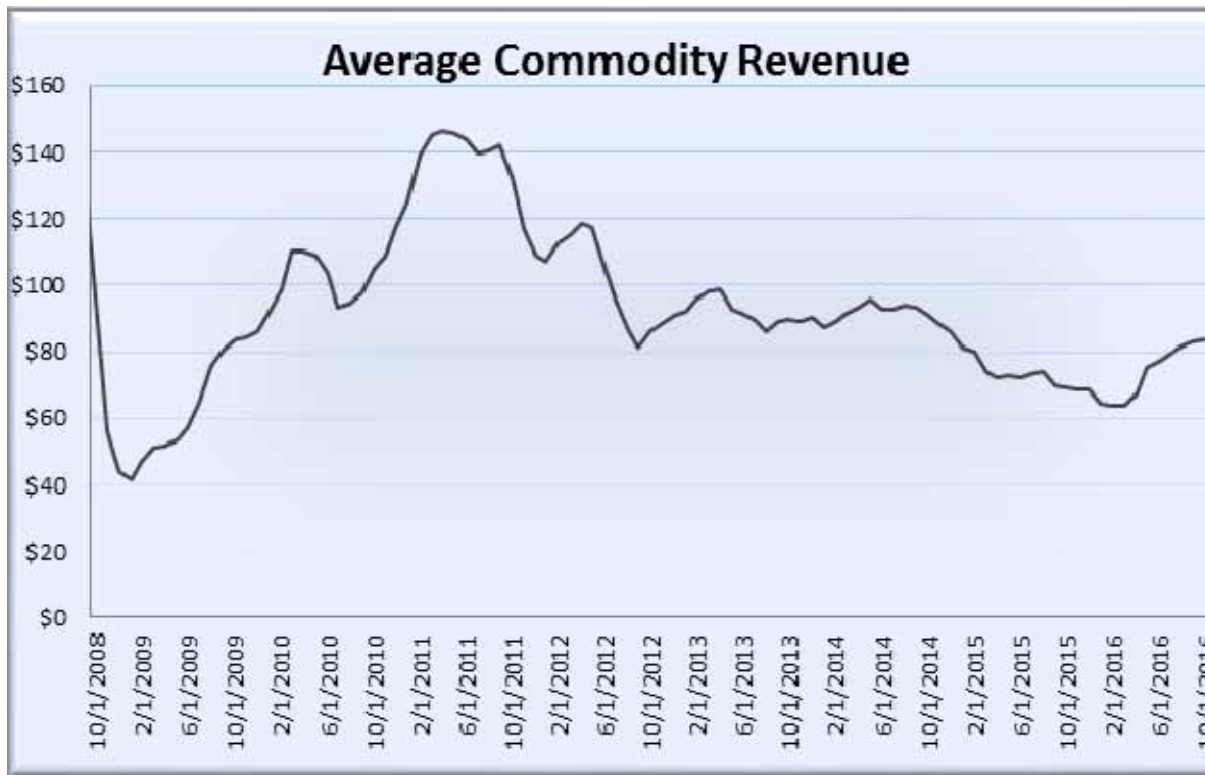
<u>Balance Sheet</u>	<u>This Year thru Date</u>	<u>Prior Year Thru Date</u>	<u>\$ Change</u>	<u>%</u>
Total Assets (incl A/R)	\$ 173,788	\$ 172,826	\$ 962	1%
Current Assets - Cash	\$ 78,837	\$ 84,823	\$ (5,986)	-7%
Current Assets - Domini	\$ 81,349	\$ 81,302	\$ 48	0%
Total "Cash Equiv"	\$ 160,186	\$ 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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