



**TREASURER'S Report**  
**TACF Board Conference Call**  
**June 15, 2020**

**Use of Established Lines of Credit**

TACF has available to it a \$1,000,000 line of credit from Merrill-Lynch, secured by investments. This line of credit has an interest rate of LIBOR +3% and no maturity date. TACF has second line of credit of \$300,000 from BB&T secured by the Meadowview property. This line of credit has an interest rate of Prime and a maturity date of January 10, 2022. There is currently no outstanding balance associated with either line of credit.

**2019/2020 Fiscal Year**

TACF's fiscal year runs from July 1 through June 30. We report income and expenses on an accrual basis.

**Operating Performance**

To obtain TACF's yearly operating performance, investment activities and non-cash accounts such as amortization and depreciation must be adjusted from the income and expense report. The following table shows TACF's operating performance for Fiscal Years 2018, 2019, and 2020 to date (report date April 30, 2020).

<u>Income</u>	<u>2017-2018</u>	<u>2018-2019</u>	<u>2019-2020</u> <u>Year-to-Date</u>
Federal	162,755	75,000	75,388
Pass-Through	250,000	233,546	244,000
Foundation	332,250	863,554	548,640
Gifts & Membership	1,464,854	1,652,275	1,403,654
Bequests	-	45,487	15,545
Chapter Support	9,000	10,000	2,000
All Other	65,074	251,930	127,366
<b>Total</b>	<b>2,283,934</b>	<b>3,131,792</b>	<b>2,416,592</b>
<u>Expenses</u>			
External Research	430,769	376,352	320,002
Board of Directors	87,782	77,303	101,668
National Office	599,755	556,793	466,781
Marketing & Communications	74,778	80,691	150,965
Development & Fundraising	158,230	135,735	82,864
Regional Breeding Program	784,300	581,619	567,235
Education & Outreach	913	1,390	-
Chapter & Member Services	221,301	225,595	187,405
Research Farm Operations	299,844	451,950	271,525
Forestry & Mineland	32,714	13,193	68
All Other	-	1,945	20,901
<b>Total</b>	<b>2,690,384</b>	<b>2,502,567</b>	<b>2,169,413</b>
<b>Net Income</b>	<b>\$ (406,450)</b>	<b>\$ 629,225</b>	<b>\$ 247,179</b>

### Cash Accounts

The following table summarizes TACF's cash accounts at BB&T as of **April 30, 2020** with prior year snapshot comparisons at January 31, 2018 and 2019.

	Jan. 31, 2019	Jan. 31, 2020	Apr. 30, 2020
Operations Checking	654,526	652,740	885,044
Payroll Checking	11,772	38,465	14,389
Interest Savings	<u>702,653</u>	<u>722,135</u>	<u>722,170</u>
Total	<u>1,368,951</u>	<u>1,413,340</u>	<u>1,621,603</u>
All Chapters Accounts*	<u>218,535</u>	<u>238,365</u>	<u>238,365</u>
Modified Total	<u>\$1,587,487</u>	<u>\$1,651,704</u>	<u>\$1,859,968</u>

\* Merged Chapters include IN, NC/SC, OH, TN & WV

### Investments

The following table summarizes TACF's investment balances with prior period comparison as of January 21, 2020.

	Jan. 21, 2020	Jun 12, 2020	\$ Change	% Change
Vanguard	48,149	\$44,221	\$(3,928)	(8.1)%
Merrill Lynch	<u>3,315,910</u>	<u>\$3,006,075</u>	<u>\$(309,835)</u>	<u>(9.3)%</u>
Total	<u>\$3,364,059</u>	<u>\$3,050,296</u>	<u>\$(313,763)</u>	<u>(9.3)%</u>

### Cash Flow Projection – June – August 2020

TACF provides strict oversight of the Foundation's cash-flow. During this pandemic, we are sharing a summary of our cash-flow projection. This does NOT include Chapter funds or investments.

	June 2020	July 2020	August 2020
<b>Beginning Operating Cash Balance</b>	1,471,818	1,548,917	1,216,858
<b>Forecast Revenue</b>			
Grants	137,530	35,250	13,750
Membership and Donations	30,000	30,000	30,000
Potential Major Gifts	40,000	0	0
<i>Sub-Total</i>	<i>1,679,348</i>	<i>1,614,167</i>	<i>1,260,608</i>
<b>Forecast Expenses</b>			
Grant Expenses	(8,677)	(278,808)*	(8,200.00)
Payroll & Payroll Tax	(59,620)	(59,620)	(59,620)
Operations (Db, Mkt, Farm, Recurring, misc)	(62,134)	(58,881)	(58,556)
Ending Operating Cash Balance	<u>1,548,917</u>	<u>1,216,858</u>	<u>1,134,232</u>
Increase (decrease) in operating	<b>77,099</b>	<b>(332,059)</b>	<b>(82,626)</b>

\* SUNY-ESF



- **Financial Notables**

TACF has a new financial manager, *Paul Wingenfeld*, who began working with TACF just as COVID-19 guidelines and requirements went into effect. Paul has juggled the demands of on-boarding and coping with these requirements and funding opportunities, nimbly, efficiently, and effectively.

- TACF qualified for, and received on April 27, 2020 a federal loan through the **Paycheck Protection Program** in the amount of \$208,100. Currently, this loan covers eight weeks of payroll, benefits, rents, mortgages, and utilities, beginning on the date of receipt. TACF is staying apprised of forgiveness requirements to ensure that this loan will be forgiven to the extent possible, within the timeframe. **HR 7010 was signed into law on June 5, 2020.** It extends the covered period up to 24 weeks, if an extension is desired. It also reduces percentage of payroll from 75% to 60%. Borrowers will have five years to pay back instead of two years. These and additional revisions all serve to benefit TACF.
- The **Proposed Budget for FY 2021 was revised** from the initial proposed budget shared with the Board in anticipation of the Spring 2020 meeting, scheduled for March 2020 in Abingdon, VA, as a result of the drastic change in the US economy and the need to scale down to a reduced and more realistic budget reflective of this downturn. The difference in the two proposed budgets is a 12% overall reduction in revenue and a 9% reduction in expenses, with a net \$80,464 loss expected in FY 2021. Actual revenue received will be monitored during this period in order to ensure that budgeted expenses are appropriate to spend.

#### **Fiscal Year 2019 Tax Filing and External Audit**

TACF's 2018-2019 Form 990 was filed on December 13, 2019. The external audit was completed and submitted to TACF on October 30, 2019, indicating TACF financial statements were in accordance with generally accepted accounting principles. Financial information for both, and the TACF annual report can be found at:

<https://www.acf.org/about-us/financials/>