





### **Email from Mark to the Board, April 7, 2026**

At our January Board meeting, I shared a guarded optimism about our fiscal situation, current year and next. I still feel that way...although predicting the future seems like driving forward on a freeway while looking in the rearview mirror.

In Fort Lauderdale, I shared two fiscal goals:

1. Manage cash flow, without using personal resources, to meet payroll and fixed expenses through the end of the fiscal year.
2. Finish fiscal year 26 without using funds received for FY27 service.

I am pleased to report we have met the first goal.

For the second goal, the current projection shows improvement, but not complete success. You will recall the audit/fiscal review for FY25 showed use of over \$400,000 of FY26 funds to finish the year in the black. In the past, we've used an average of \$100,000. The higher amount was the result of the unique fiscal climate for schools which resulted in a loss of clients. We **have reduced** our reliance on funds received for the next fiscal year, FY27, by 50%. In other words, we will use approximately \$200,000 instead of \$400,000. Specifically, \$193,000, the final balance for the 2026 conference. We'll pay half April 28 and the remainder June 1.

So, we are in a better fiscal situation now than a year ago...but still have a ways to go.

#### ***More Fiscal***

1. At the January Board meeting, I shared we had 580 active SAM teams, a loss of 200 when compared with June 2025. Today, we have 585.
2. Two clients, Rochester, NY and a South Carolina non-profit, reneged on their agreements to pay for current year service. This amounts to \$110,000.
3. With social media and email marketing that we do ourselves, we've seen a steady interest from new districts. We've averaged 2.5 new SAM teams per week since the conference. Additionally, we have contracted with three new districts for 35 more teams in August.
4. The number of clients requesting early invoices is greater this year than last.
5. The number of clients paying early for the FY27 conference is great than last year.
6. We increased the fee of the FY27 conference by \$300.
7. For schools that pay less than the standard service fee, \$4,995, we've increased their annual cost for FY27 fee by \$200. This is the second year we've applied an increase.
8. Monthly pay reductions, Jim, Eric and I have experienced for the last four months, will end May 1.

#### ***Service***

- We opened the SAM Team Rubric Assessment on April 1. This is the fifth year conducting these reflective progress assessments with each TimeTrack user and SAM team. All assessments will be completed by May 22. We will then begin preparation of the overall report you will receive in July.
- Improvements to TimeTrack continue with regularity. *Gmail Meeting Capture* is very popular. The same feature for Outlook users is in development.
- Security for TimeTrack significantly exceeds the standards set by our cyber insurance company, Chubb.
- The conference online registration site replacement is in progress and will be finished by the end of July.
- The mentoring support for Time Change Coaches has created a very consistent and strong coaching structure and climate.

So, bottom line, I am more optimistic now than I was in January...but still cautious. For the fourth year, I'll recommend no salary increases. I'll also recommend that we not increase our 401K contributions.

Concerning the July 7 Board meeting: in-person and virtual are both options. I believe we can make an in-person meeting work financially. We have tentative arrangements in Traverse City, Michigan if you elect to meet in person.