

## Financial Highlights - 2014-2015

The Quad Cities Chamber of Commerce is proud to share financial information with our members. Fiscal year 2014-2015 marked our five year anniversary as a regional chamber and we ended in the strongest financial position since our formation in 2010. During the past five years, we successfully built capacity as an organization and, with our members and volunteers, delivered results that advanced the economic strength and prosperity of our region. With a talented staff, inspiring volunteers and dedicated public partners, we hope to continue to build momentum and unite the Quad Cities region to create, grow and prosper throughout the 2015-2016 fiscal year.

To better understand our financial documents, we've added explanations below.

As you will see on the the current Form 990 for the Chamber, the organization ended the fiscal year with a surplus. Every year, Chamber staff -- with the robust oversight of our Finance Committee and Chamber board -- develops a budget based on anticipated funding from private and public sector investors, grants, programs and events, and our local economic development relationships. Based on these estimates we develop work plans and allocate funding to each of our core programs for the year that begins July 1. A surplus for any given fiscal year may be incorporated into the budget for the following fiscal year or held for longer-term plans.

During the 2014-2015 fiscal year, **85%** of our expenditures went to support our **core Chamber programs**: Economic Development, Community Development, Member Services and our Downtown Programs.

- **Economic Development / Business Attraction** – Programs supporting business retention and expansion and marketing of the region. Focus includes: marketing to companies within our target industries, conducting business connections visits, providing entrepreneurial and startup resources, offering market research databases, connecting businesses with the Critical Talent Network and formation of the Manufacturing Innovation Hub.
- **Community Development / Public Affairs** – Programs improving livability and supporting advocacy for pro-business policies and legislation. Includes efforts directed at attracting and retaining talent in the Quad Cities and supporting the Young Professionals network.
- **Member Services** – Programs providing information and resources businesses need to grow and thrive – networking opportunities, business celebrations, promoting businesses and member referrals.
- **Downtowns** – Programs facilitating collaboration with downtown districts and local economic development organizations focused on strategic growth, beauty of place and creating vibrant and inclusive downtowns. Focus includes: beautification grants, programs and festivals geared toward attracting and retaining in downtown areas.

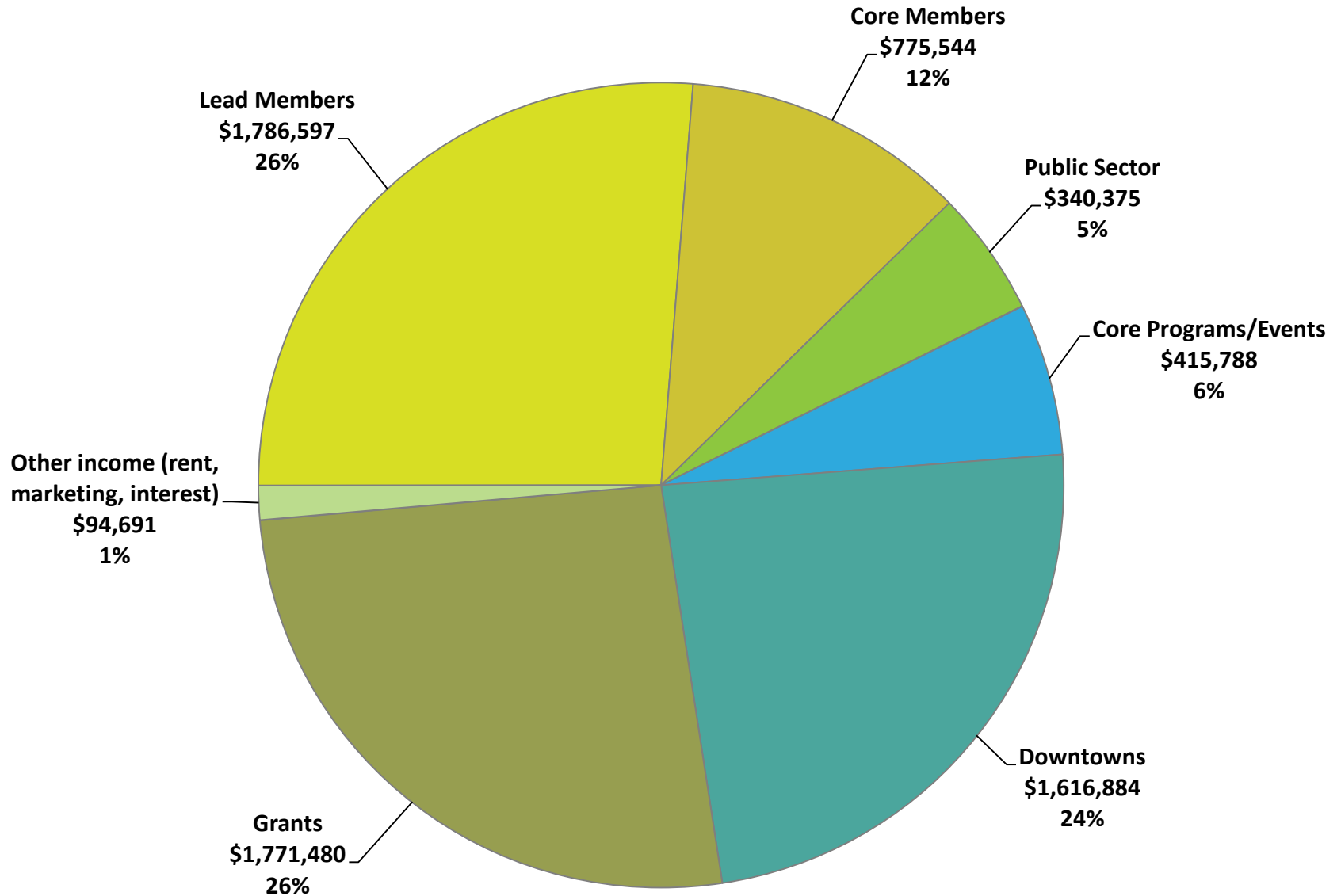
Funding for our core programs come from the following primary sources:

- **Lead and Core Investors** – Our members are part of the largest business network in the region and represent the diversity of our region, ranging from start-up to Fortune 500. Members have access to tools that promote their business, develop their employees and build their network. The Chamber has a number of investment levels with varying associated benefits. For reporting purposes, members are grouped into two categories based on their annual investment – Core (up to \$5,000) and Lead (\$5,000+).

- **Grants** – Grants received by the Chamber are typically project based in nature. On occasion, the Chamber will receive grant awards which are payable over a several year period. In 2014-2015, the Chamber was awarded a \$1.25m grant payable over 5 years supporting regional growth initiatives. For accounting purposes, multi-year grants must be recognized in income in the full amount in the year awarded and as such can cause fluctuations in year- to-year income comparisons. However for budget and work plan purposes, the fulfillment of the grant is matched to the term and payment stream of the grant.
- **Programs / Events** – The Chamber hosts 70+ events annually, giving members the opportunity to network, stay informed on community issues and access professional development.
- **Downtowns** – In partnership with downtown districts and local economic development organizations throughout the region, the Chamber works to create vibrant and inclusive downtowns. These efforts are funded through self-supporting municipal improvement districts (SSMID) and special service areas (SSAs). Underlying funding comes from an additional self-imposed tax initiated by property owners within these areas designated to fund improvements and provide for additional services and maintenance for the area.

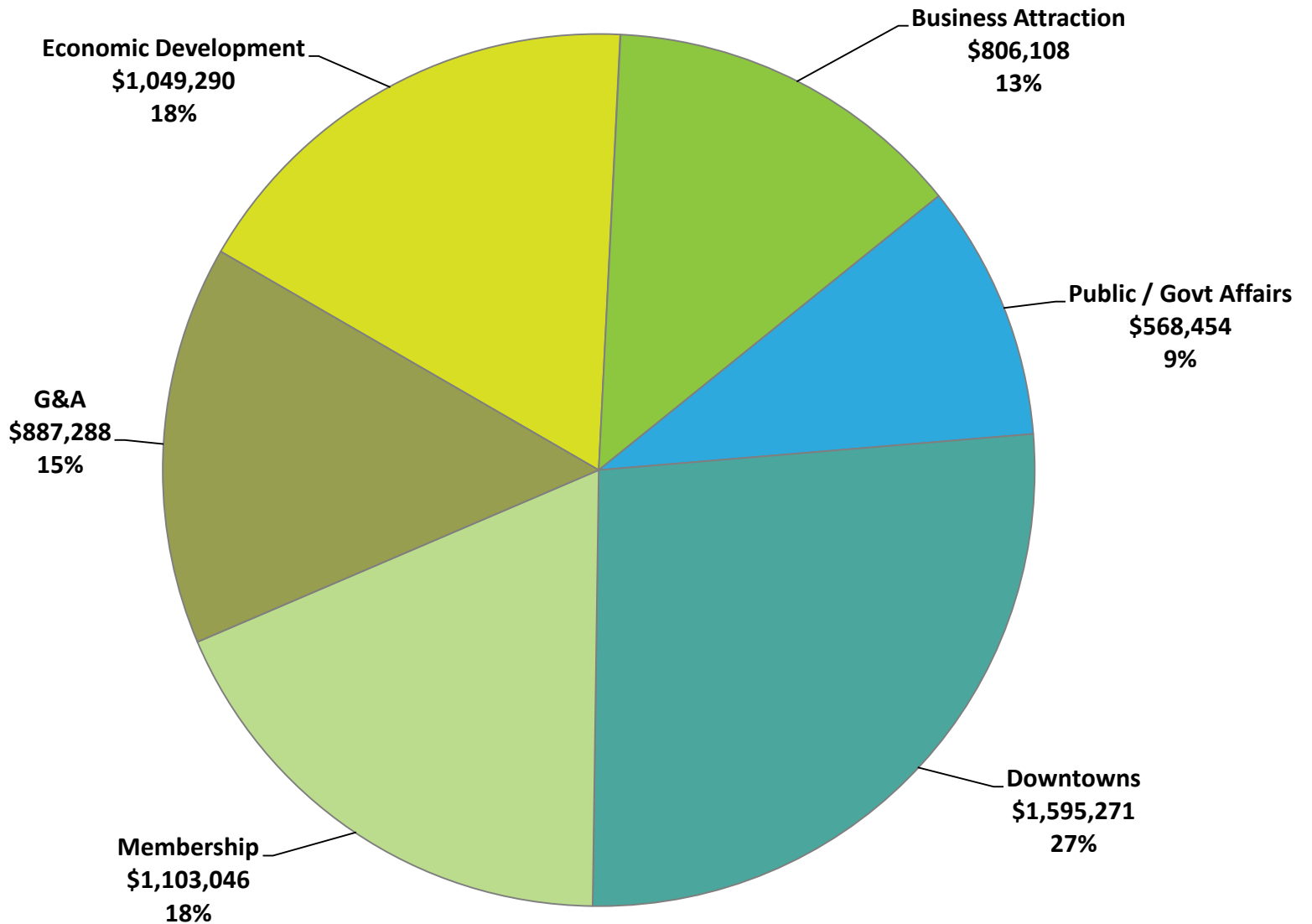
**Again, thank you for another year of significant progress.** We appreciate the support of our members and partner organizations in making the Quad Cities the perfect place to live, work and grow.

# FY2015 Sources of Funds



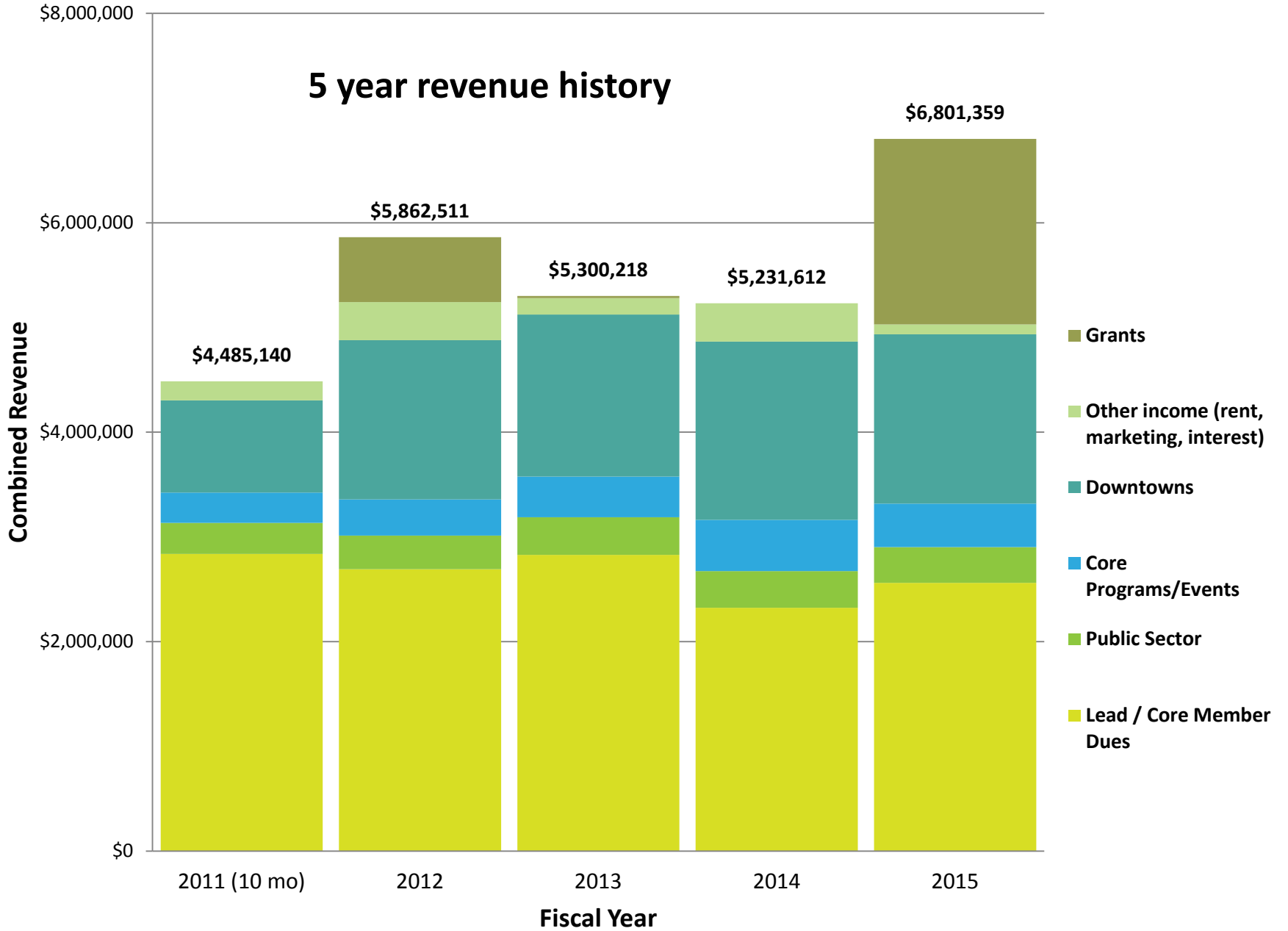
**Total Sources - \$6,801,359**

# FY2015 Uses of Funds

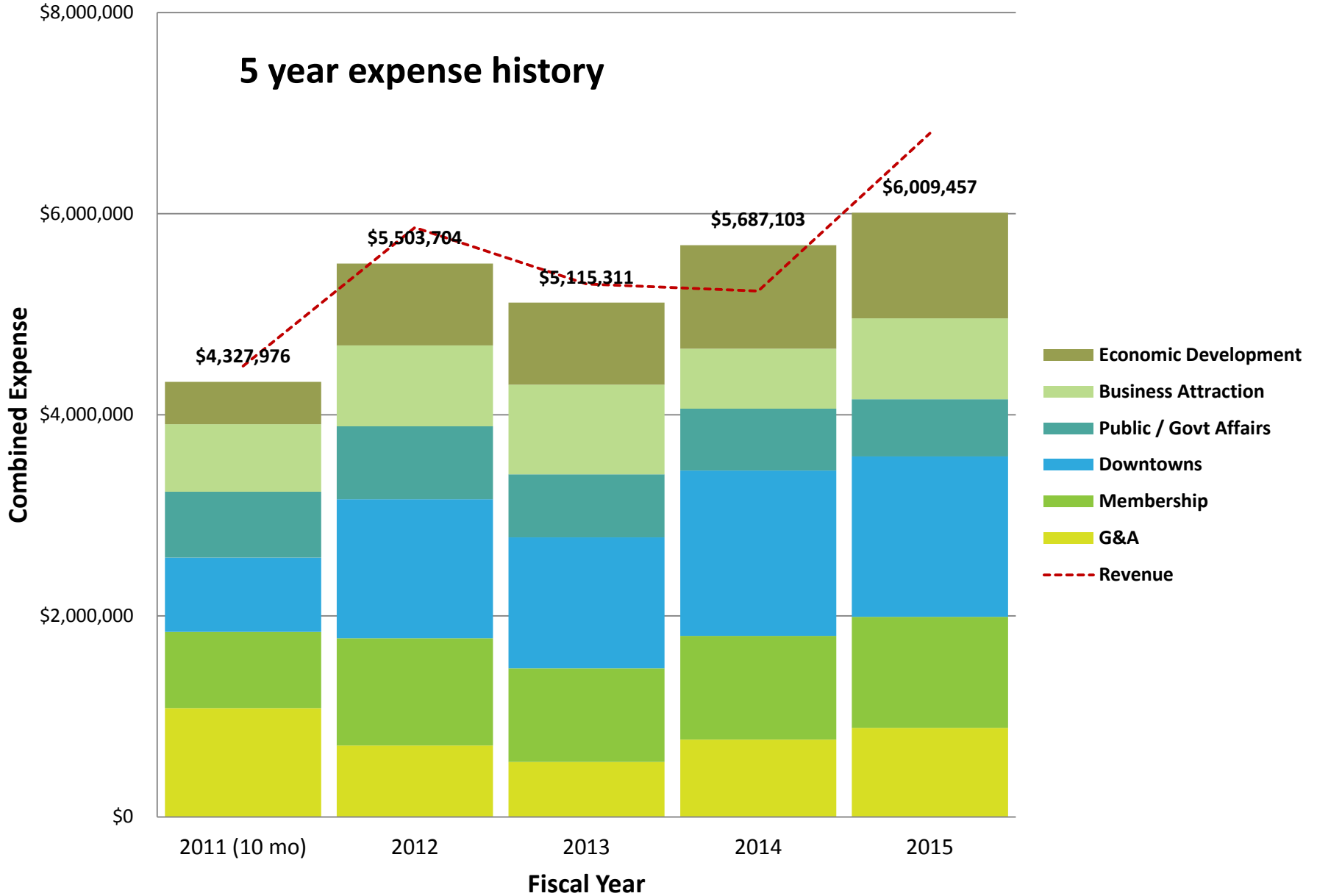


**Total Uses - \$6,009,457**

# 5 year revenue history

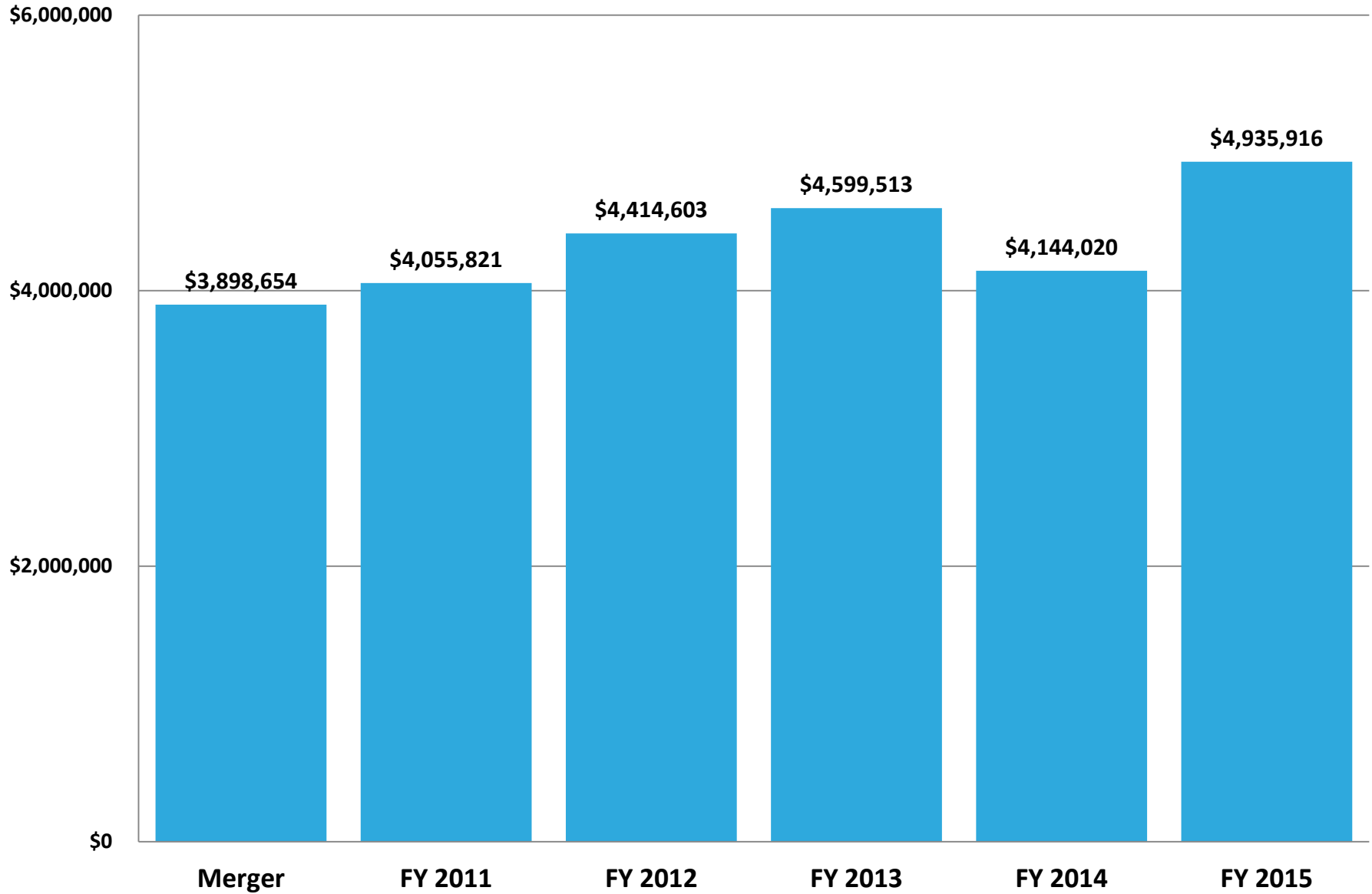


# 5 year expense history



# Combined Net Assets

(Total assets minus total liabilities)



## Quad Cities Chamber of Commerce

(and affiliate entities)

### Per Combined Audited Financial Statements

|                 | Revenue   | Net Income (loss) | Net Assets |
|-----------------|-----------|-------------------|------------|
| Merger          |           |                   | 3,898,654  |
| FY 2011 (10 mo) | 4,485,140 | 157,167           | 4,055,821  |
| FY 2012         | 5,862,511 | 358,782           | 4,414,603  |
| FY 2013         | 5,300,218 | 184,910           | 4,599,513  |
| FY 2014         | 5,231,612 | (455,493)         | 4,144,020  |
| FY 2015         | 6,801,357 | 791,899           | 4,935,916  |

### Change in Net Assets per Form 990 / Audit Report (by entity):

|                        | <u>2011</u>    | <u>2012</u>    | <u>2013</u>    | <u>2014</u>      | <u>2015</u>    |
|------------------------|----------------|----------------|----------------|------------------|----------------|
| Quad Cities Chamber    | 254,848        | 35,894         | 40,099         | (974,685)        | 951,393        |
| Grow QC Fund - IA      | 145,108        | 217,422        | 200,116        | 2,091,232        | (184,690)      |
| Grow QC Fund - IL      | (20,259)       | 1,768          | 994            | 2,746            | (1,337)        |
| Quad Cities First      | 91,649         | 7,850          | 9,192          | 200,430          | 14,592         |
| NewVentures Initiative | (314,141)      | 101,395        | (66,896)       | (1,781,115)      | -              |
| QC Foreign Trade Zone  | (38)           | (5,547)        | 1,405          | 5,899            | 11,941         |
|                        | <b>157,167</b> | <b>358,782</b> | <b>184,910</b> | <b>(455,493)</b> | <b>791,899</b> |