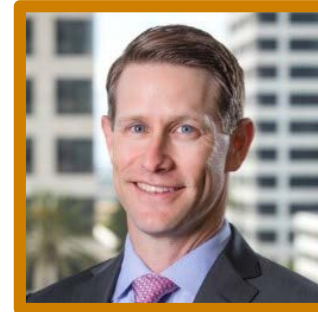


Live Nonprofit Q&A Series: Strategic Planning During the COVID-19 Crisis

Speakers



Michael Boulton
Partner
Armanino



Jason Levey
Director
Canterbury Consulting



Jennifer Vanore, Ph.D
President & COO
UniHealth Foundation



Jason Seifer
Chief Financial Officer
Fine Arts Museums of
San Francisco



Vanessa Bechtel
President & CEO
Ventura County
Community
Foundation

Armanino Overview



CORE PURPOSE

To be the **most innovative** and **entrepreneurial** firm that makes a **positive impact** on the lives of our **clients**, our **people** and our **communities**.

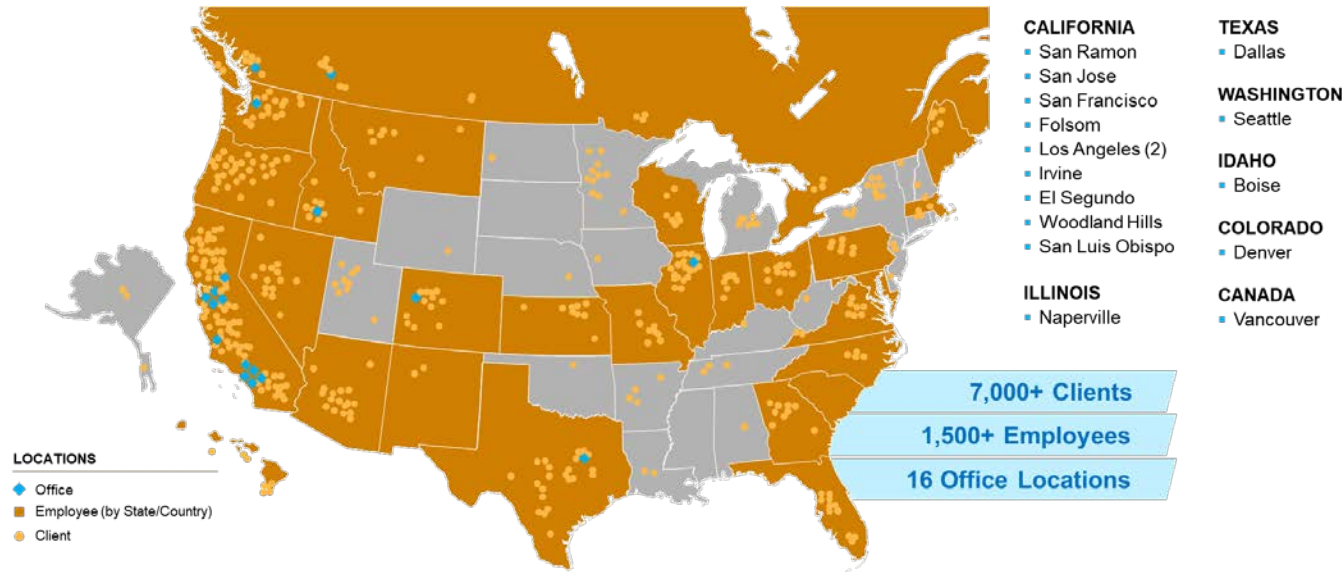


SNAPSHOT

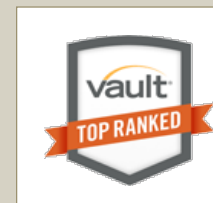
- 1,500+ Employees
- Team Members in 26 States
- 20th Largest CPA & Consulting Firm in the Nation
- Largest California-Based CPA & Consulting Firm



LOCATIONS



RECOGNITION & AWARDS



COVID-19

RESOURCE CENTER

ACCESS THE
RESOURCE CENTER

Cash Controls & Crisis Management

We answer the question, "How do I stay in business given market volatility?"

Government Aid & Access

We answer the question, "How do I access government assistance?"

HR & Remote Workforce Enablement

We answer the question, "How do I manage my employees?"

Internal & External Communications

We answer the question, "How do I manage what is being shared about the pandemic?"

Industry Solutions

We answer the question, "How do I solve for issues specific to my industry?"

About Canterbury Consulting

- Independent investment advisory firm established in 1988
- 100% employee-owned
- \$24.0 billion in assets
- 10 senior consultants
averaging 20+ years of investment experience
- 32 investment professionals
- 2 Office Locations
 - *Newport Beach, California Headquarters*
 - *Seattle, Washington Office*
- Serving clients located in the United States, Canada & Mexico



We serve community foundations, educational endowments, religious organizations, arts and cultural foundations, health care organizations as well as individuals and family offices with assets between \$25 million - \$1 billion.

WE FOCUS ON YOUR INVESTMENTS SO YOU CAN FOCUS ON YOUR MISSION

We Serve Nonprofit Institutions

- We have designed our business model around the objectives of mid-size endowments and foundations.
- We believe that these organizations deserve:
 - Sophisticated, unbiased investment guidance
 - Customized investment programs
 - Comprehensive performance reporting
 - Dedicated client service team to provide administrative support

Webinar Series: The Impact of COVID-19 on Nonprofits

The Paycheck Protection Program – July 15th at 10am PT

- Featured Panelist:
 - Armanino, Matt Petroski, Director

Strategic Planning During the COVID Crisis – July 22nd at 10am PT

- Featured Panelists:
 - **UniHealth Foundation**, Jennifer Vanore, PhD, President & Chief Operating Officer
 - **Fine Arts Museums of San Francisco**, Jason Seifer, CPA, Chief Financial Officer
 - **Ventura County Community Foundation**, Vanessa Bechtel, President & Chief Executive Officer

Return to Work Guidelines – July 30th at 10am PT

- Featured Panelists:
 - **YMCA of Metropolitan Los Angeles**, Dana Hirsh Lipman, Executive Vice President & Chief Human Resource Officer / General Counsel
 - **TheatreWorks Silicon Valley**, Scott DeVine, General Manager & Chief Financial Officer



Survey Results

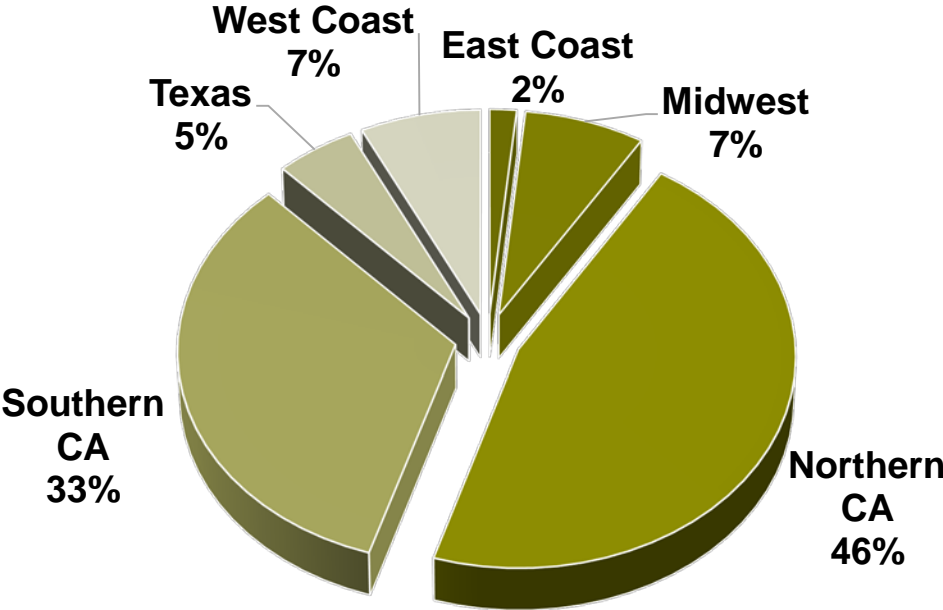
Project Guidelines

- Fielded between May 14 and June 3, 2020
 - Completes: 130 (80%)
 - Partial: 31 (20%)
 - Total: 161

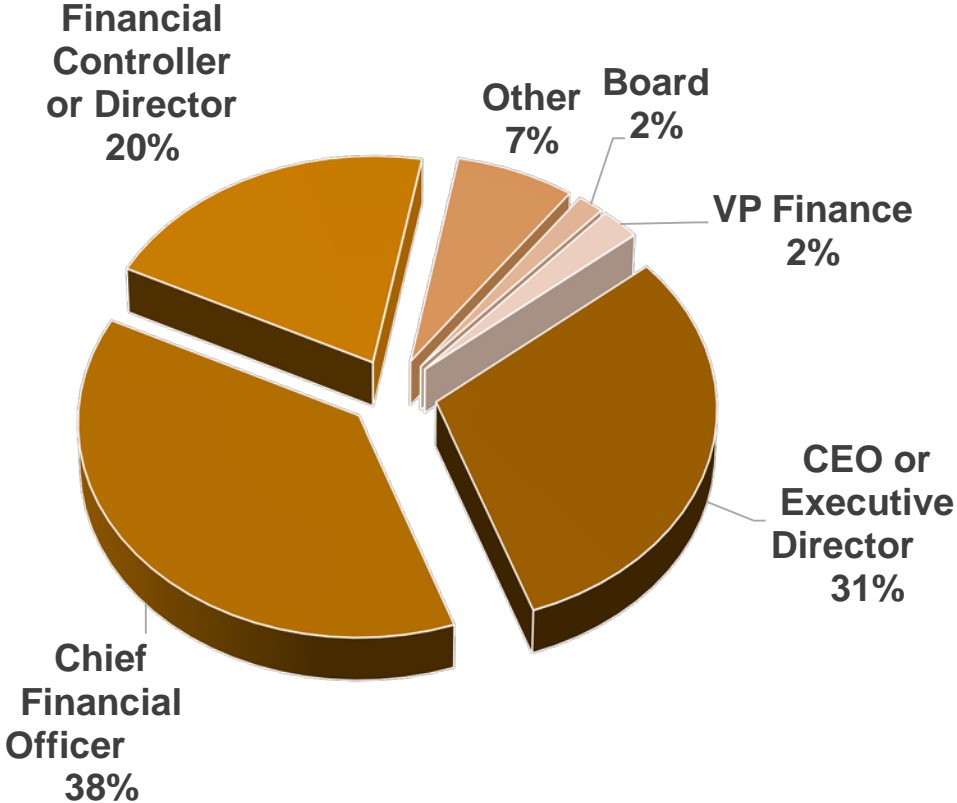
- Questionnaire Design
 - 17 questions
 - 5 firmographic questions
 - 8 minutes

Respondents

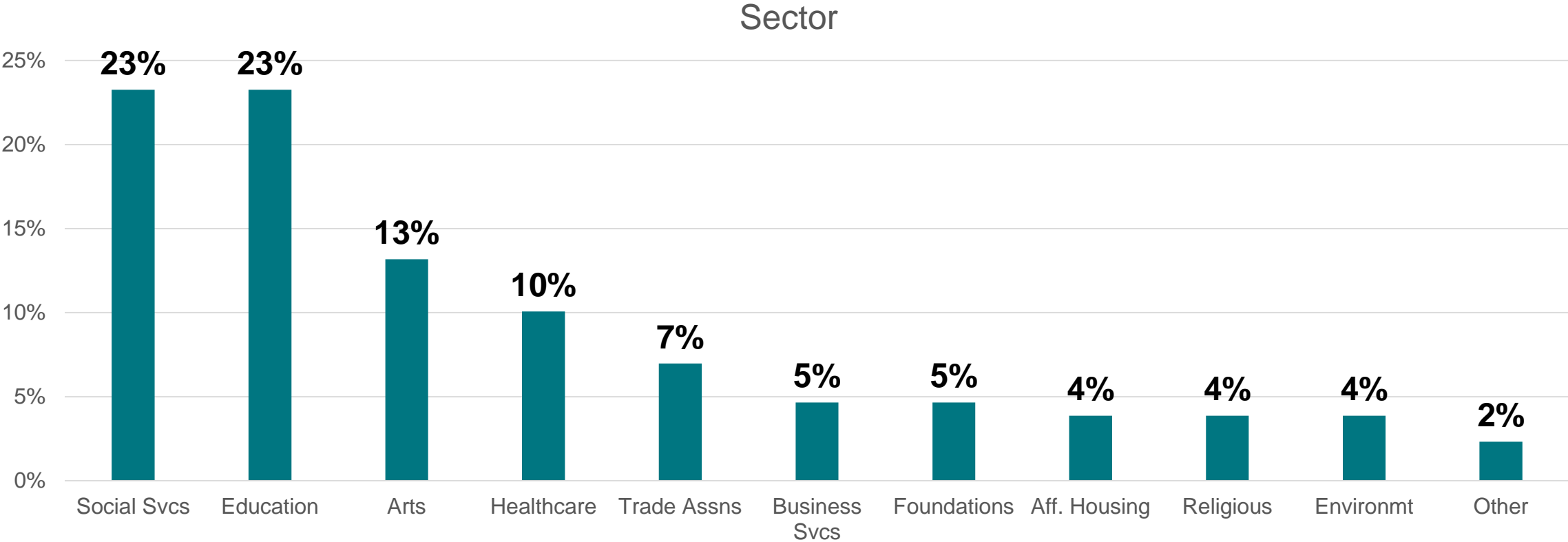
Region



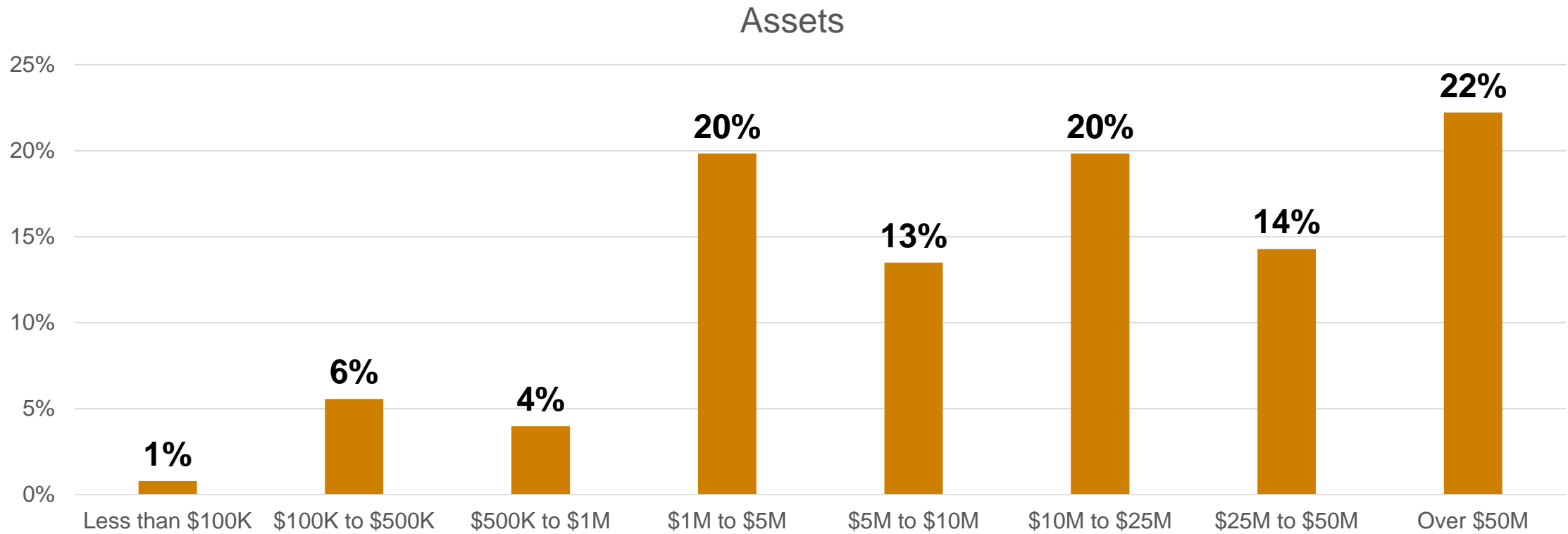
Position



Nonprofit Sectors



Total Assets



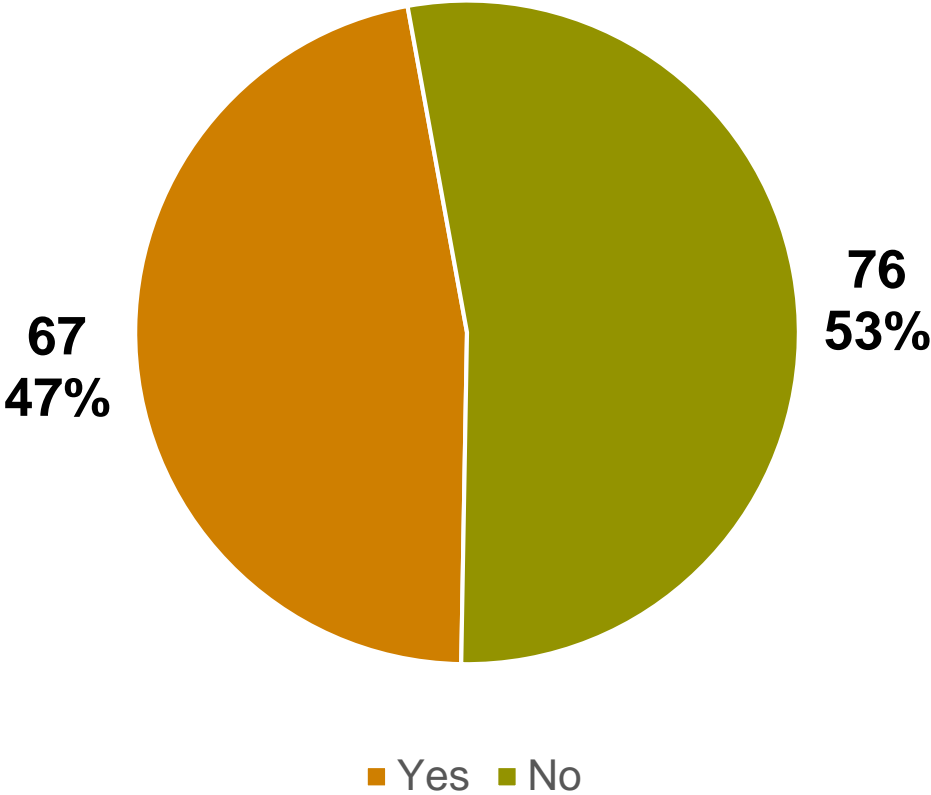


Findings

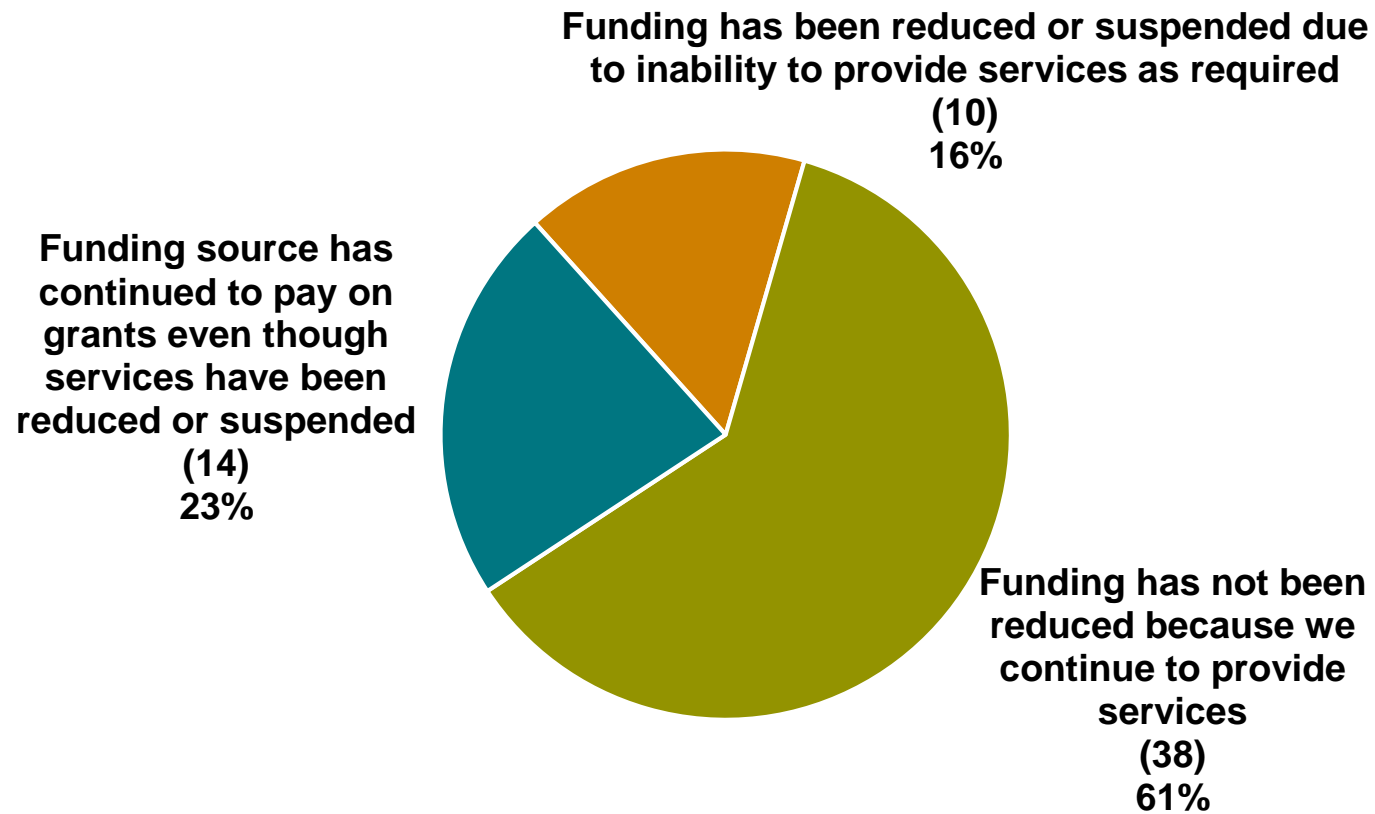
Compared To Your NPO's Prior Year Budgets, What Has Been The Impact On Program Service Revenue And Donations To Date?

	Program Revenue	Donations
	Percent	Percent
Decline of less than 10%	17%	16%
Decline between 10% and 25%	26%	31%
Decline between 25% and 50%	15%	18%
Decline over 50%	31%	8%
Increase or no change	11%	28%

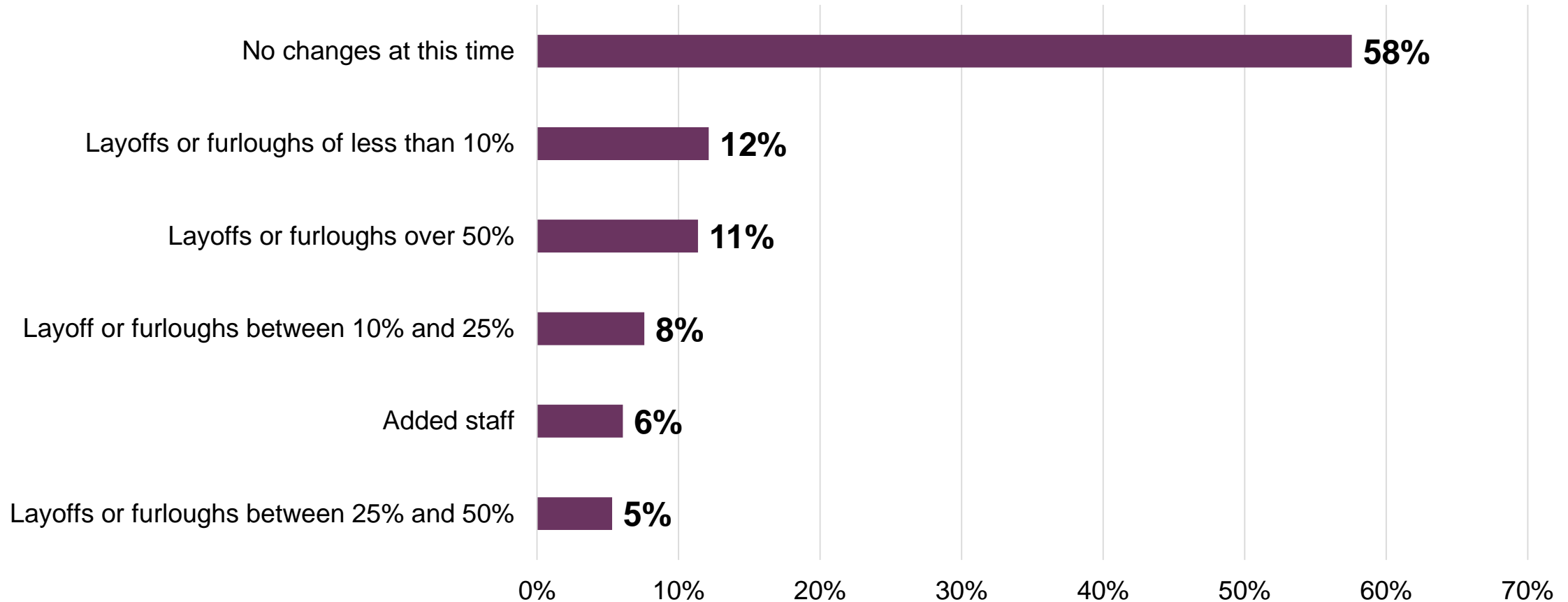
Does Your NPO Accept Some Form Of Government Funding?



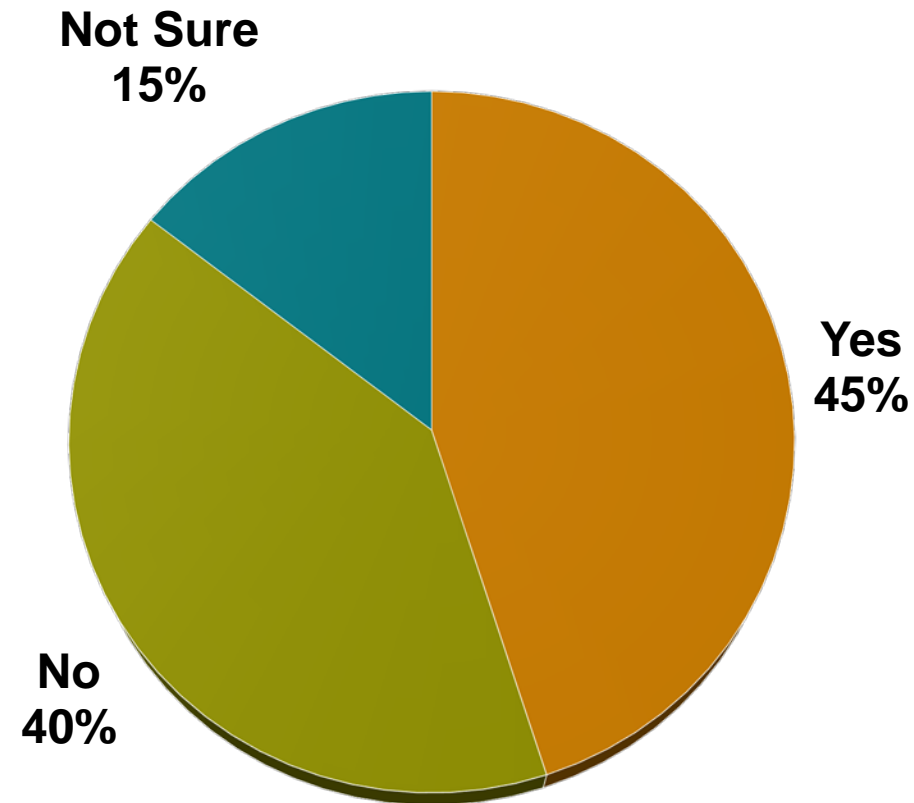
What Has Been the Impact on Your Governmental Funding Sources?



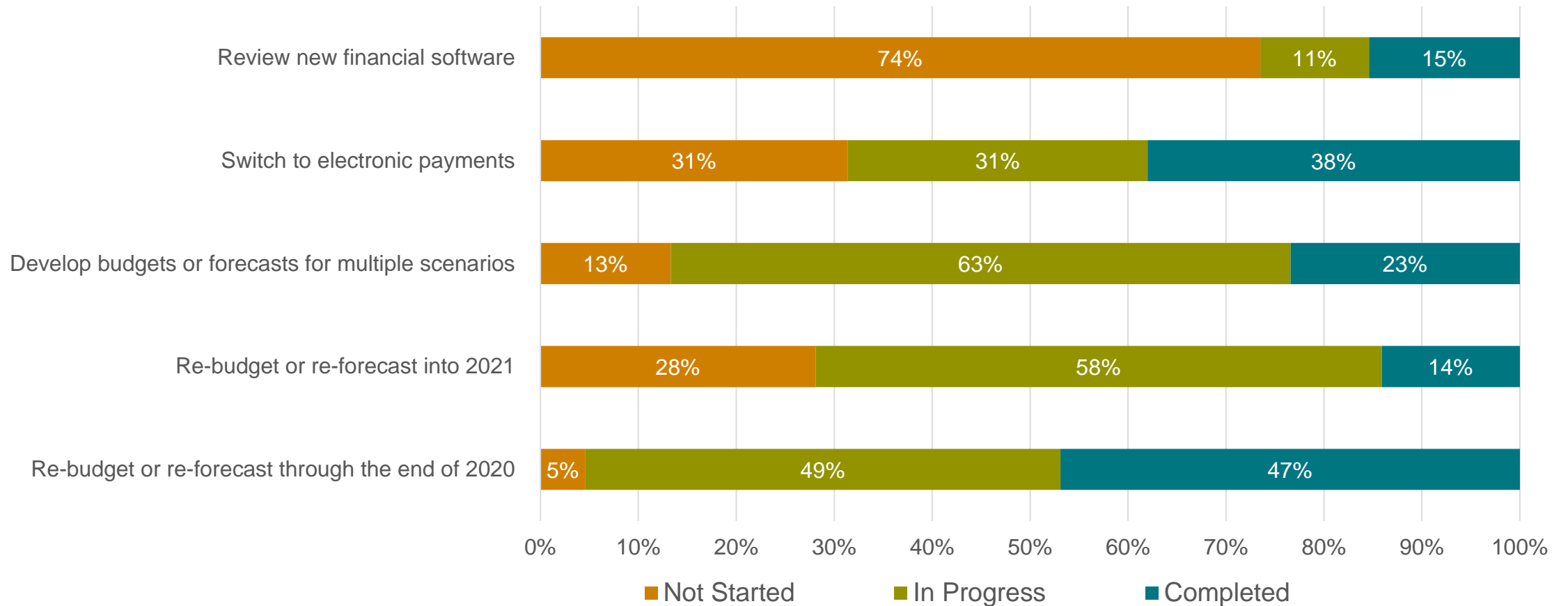
Which Of The Following Is Most Applicable To Your NPO's Staffing Situation?



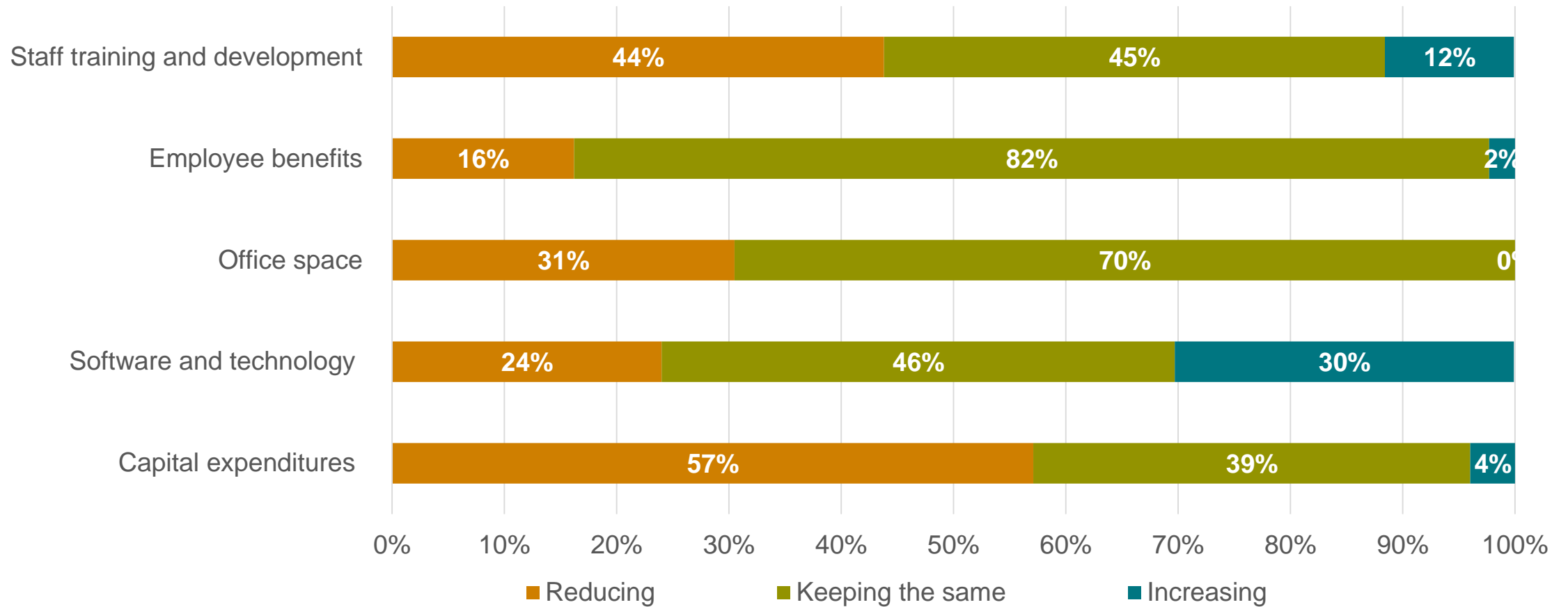
Has Your NPO Decided to Maintain its Staffing or Programming Level By Utilizing Reserve Funds?



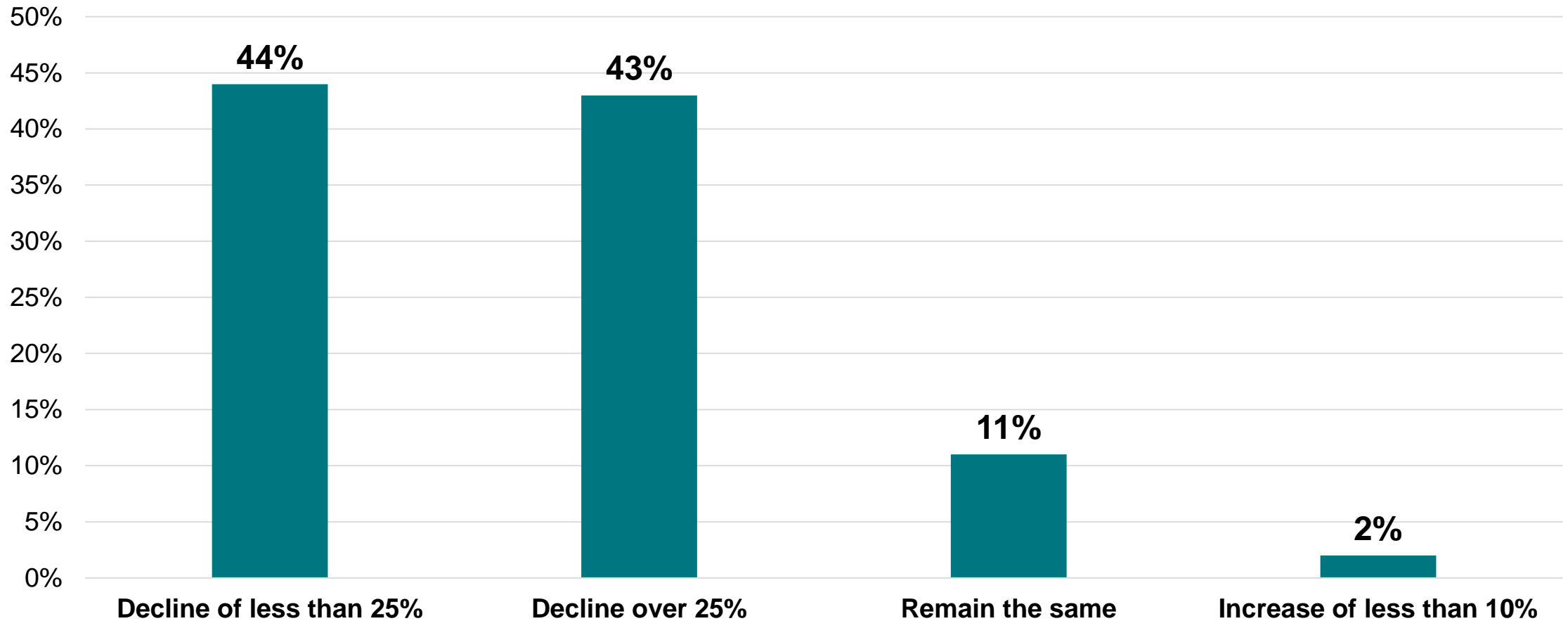
Where in the Process Is Your Finance Team With Regard to the Following?



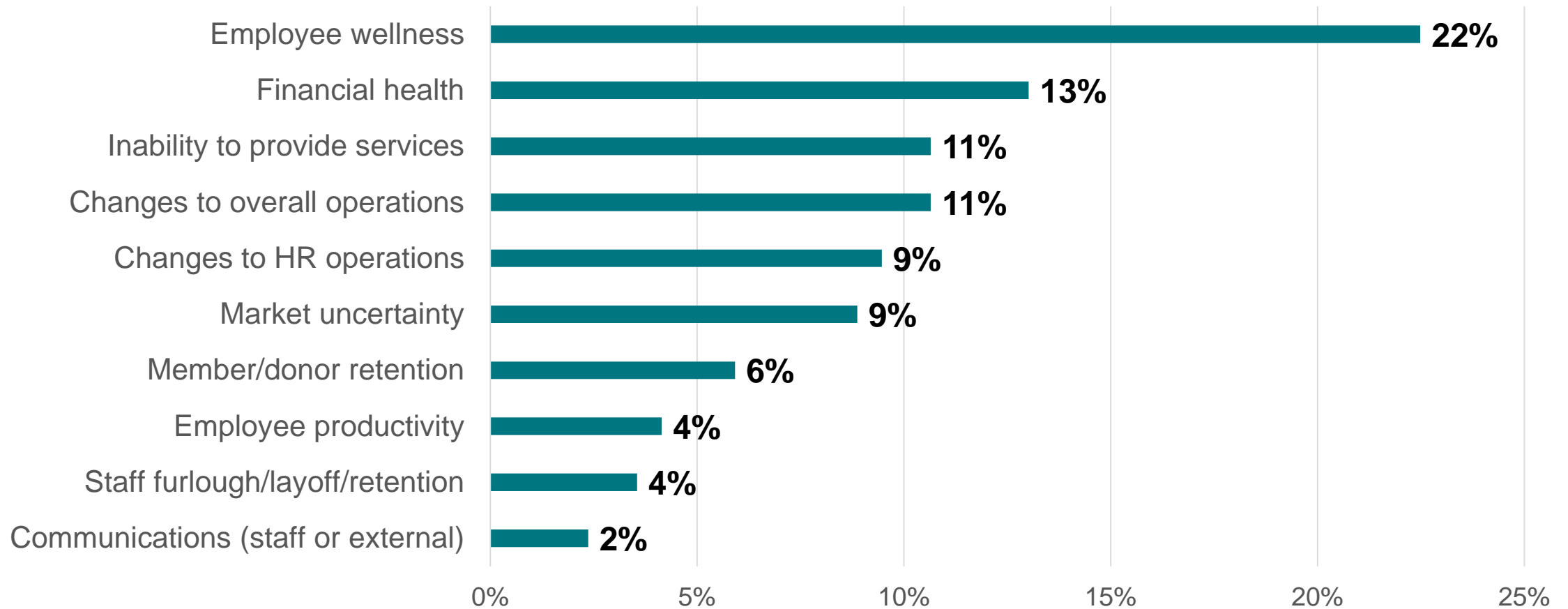
Excluding Staffing, Which of the Following are you Considering Reducing, Keeping the Same or Increasing?



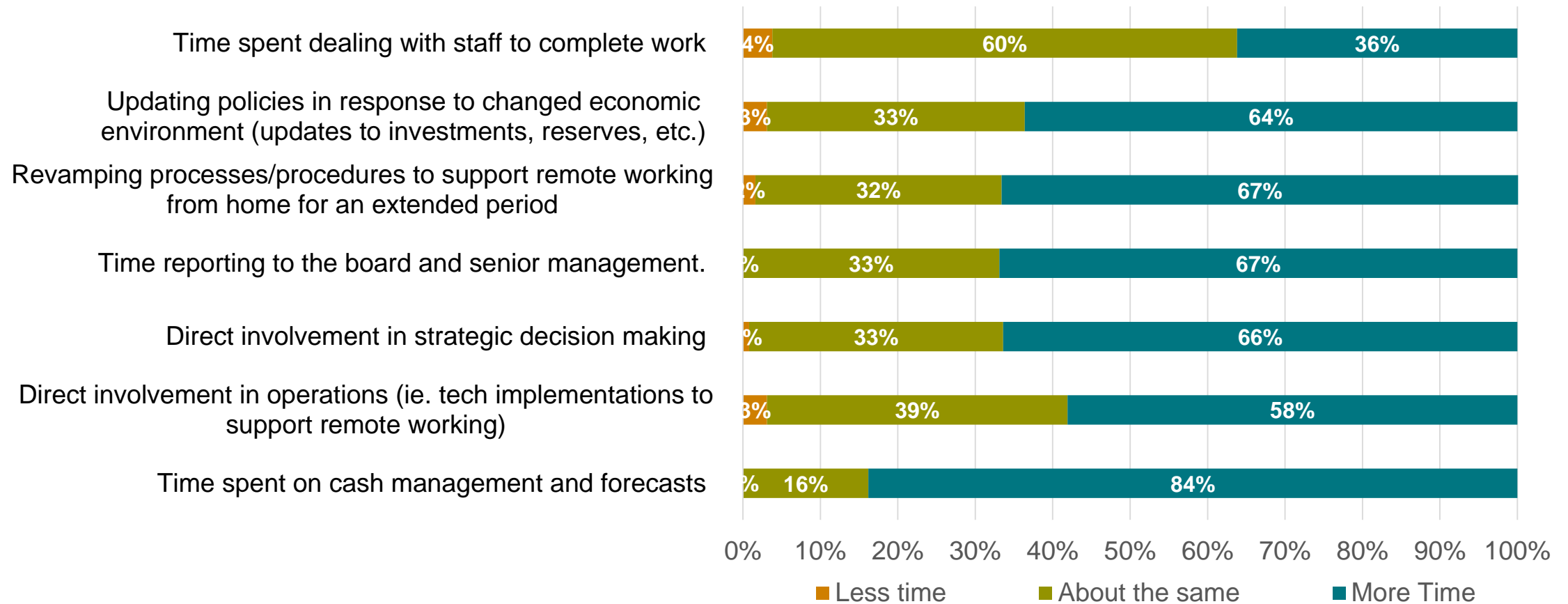
What Are Your Expectations Regarding Your Funding For The Next 18 Months Compared To Last Year?



Besides Revenue, What Are The Biggest Challenges You Expect As A Result Of The COVID-19 Crisis? (Open-Ended Top 10 Mentions)



As A Finance Leader, How Do You Expect Your Job To Change As A Result Of The Crisis?



Speakers



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Upcoming Webinars: The Impact of COVID-19 on Nonprofits

Return to Work Guidelines – July 30th at 10am PT

As the nation begins returning to work, organizations are implementing new processes and procedures to address health and safety guidelines for employees as well as patrons.

- Featured Panelists:
 - **YMCA of Metropolitan Los Angeles**, Dana Hirsh Lipman, Executive Vice President & Chief Human Resource Officer / General Counsel
 - **TheatreWorks Silicon Valley**, Scott DeVine, General Manager & Chief Financial Officer



Reach Out |

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Canterbury Consulting – Jason Levey (jlevey@CanterburyConsulting.com)