

Message

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Sent: 2017-04-18 12:39:50 PM
To: Lorraine Turnevicius [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=37ddaa7c517d4bed9e6567e4432456f7-Lorraine Tu]
CC: Kim Marshall [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=b63a22b42bf14587870d93119a054d88-Kim Marshall]
Subject: ELT agenda items - Q1 results vs plan and 2018 Business Planning
Attachments: 2017 Q1 financial results.pdf; 2018 Business Planning.pptx

Lorraine,

Attached are two documents for ELT review, along with the below key messages for the results portion.

Some highlights for the Q1 results vs budget:

- Total operating expenses are \$942K below budget primarily due to timing of professional consulting support spending and general O&A expenses such as staff and travel expenses
- Total YTD March average FTEs are 2 FTEs above budget
- There has been some spending related to Market Renewal which is relatively aligned with planned spending in Q1
- A 3+9 forecast is currently underway which will provide an updated forward-looking view of the 2017 operating expenses

Thanks,

Lia

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