

# ERA Secures an Extra \$386,830 for Denver Non-Profit

## Savings allowed Denver Botanic Gardens to further its mission



### Project Information

<b>Expense:</b>	<b>Health &amp; Benefits Insurance Property &amp; Casualty Insurance Office Supply</b>
<b>Industry:</b>	<b>Non-Profit</b>
<b>Hidden Savings:</b>	<b>\$386,830</b>
<b>Savings:</b>	<b>24%</b>

***"When Expense Reduction Analysts discussed an engagement to recover cash flows from our supply chain, it seemed too good to be true. Two years later, an extra \$400,000 in cash flow generated per year is helping the Gardens in a meaningful way."***

*- John Calderhead, Chief Financial Officer of Denver Botanic Gardens*

Denver Botanic Gardens (DBG), a non-profit organization with two locations and more than one million visitors annually, was seeking greater cash flow to provide additional funding to its initiatives, including its Center for Science, Art and Education facility and its Urban Food Initiative, which partners with the Denver Housing Authority to help residents grow fresh vegetables. Expense Reduction Analysts (ERA) was tasked with reviewing DBG's current spend on health insurance and benefits, property & casualty insurance, and office supplies to determine where additional savings could be found.

### ERA's Cost-saving Ability Resonated with Denver Botanic Gardens

DBG's goal was to improve the support of core offerings for visitors and the surrounding community by streamlining its spending on non-core services. ERA's proven ability to "bend the cost curve" and find significant savings—above and beyond what DBG had already negotiated with suppliers—aligned with the non-profit's values and helped ERA secure three projects over a two-year term.

### Found Savings Could Be Put Towards Community Initiatives

ERA found opportunities for cost savings across DBG's health benefits, P&C insurance, and office supplies by switching to different suppliers. ERA collaborated with the non-profit's executives to negotiate contracts that would save them 24% for health insurance benefits, 13% for P&C insurance, and 36% on office supplies. Overall, ERA was able to secure \$386,830 in annual savings.