

ONLINE GIVING

Week Ending 3/7/2020

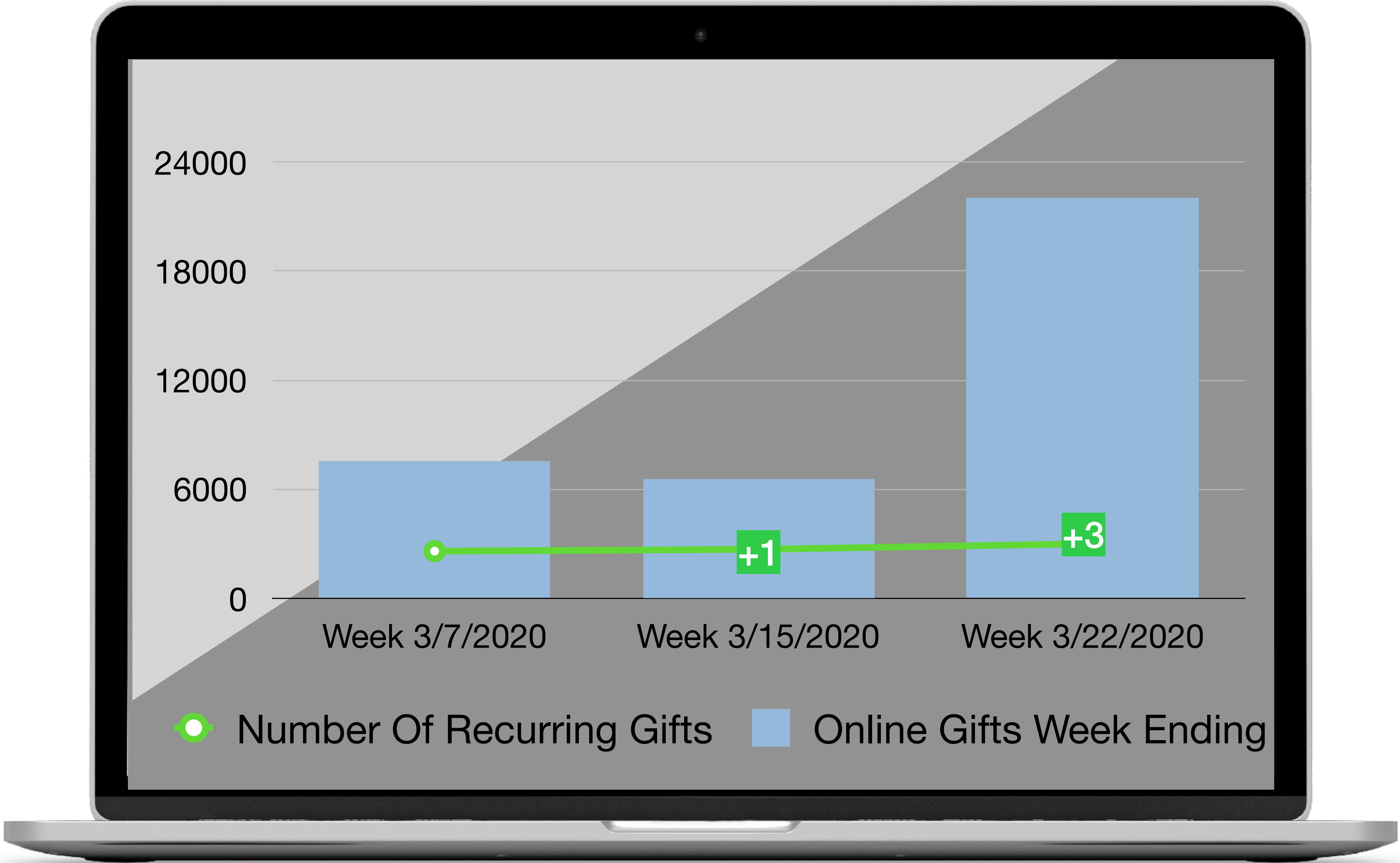
- 24 Online Givers For Gifts Totaling \$7,515
- 26 Individuals Signed up For Recurring Giving

Week Ending 3/15/2020

- 20 Online Givers For Gifts Totaling \$6,553
- 27 Individuals Signed up For Recurring Giving For a Net Change of 1

Week Ending 3/22/2020

- 40 Online Givers For Gifts Totaling \$22,040
- 27 Individuals Signed up For Recurring Giving For a Net Change of 3



2-WEEK FINANCIAL PATH

Week Ending 3/15/2020
\$6,553 in Online Gifts
\$2,476 in Mailed Checks
Total Giving of \$9,009
Net Average Loss (\$9,601)



2 Week Operations

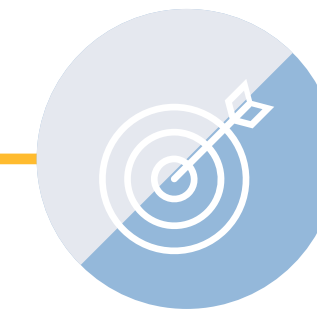
Two week Loss of \$241
There Not Enough Statistical
Data to project out a “new
normal” during Shut down

Week Ending 3/22/2020
\$22,040 in Online Gifts
\$5,950 in Mailed in Checks
Net Average Gain \$9,360



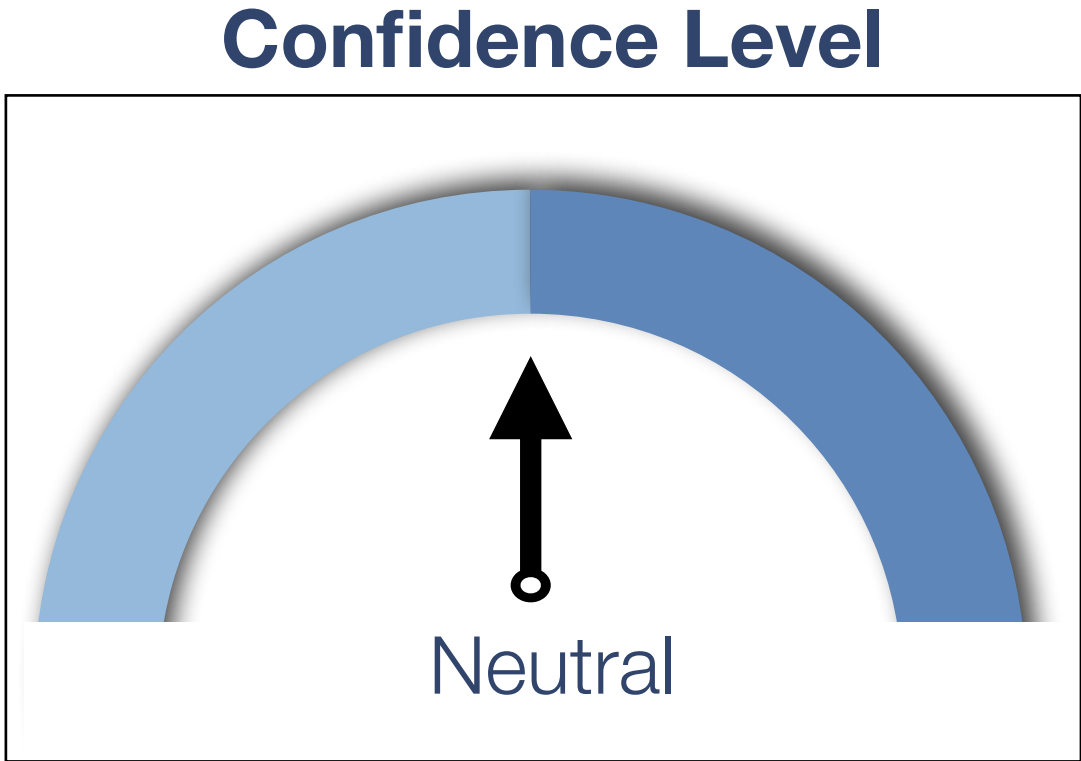
Metric Targets Missed

- I targeted 10-25 individuals to have signed up for recurring giving- we only garnered +3
- I targeted incoming Checks to total \$7,000 for operating- we only garnered \$5,950 (and an additional 5,000 for Kingdom)
- **Concern** is online giving was a one-week after email jump and is not sustainable
- **Optimistic** that the mail service / delivery is slow and that checks are in the mail as I have heard from several people that told me they mailed checks but I have not received yet



Revenue Revisions

Revised 2020 Budget in light of Coronavirus Pandemic				
	2020	Change	2020	% Change
	<i>Projected</i>	<i>Proposed</i>	<i>Revised</i>	
Sources of Cash (Revenues)				
Church gifts	\$2,330,000.00	(\$280,000.00)	2,050,000.00	-12.0%
ASP Overhead contribution	62,000.00	(62,000.00)	0.00	-100.0%
Kingdom Campaign Contribution	447,547.00	0.00	447,547.00	0.0%
Ancillary	60,000.00	0.00	60,000.00	0.0%
Total sources of cash	2,899,547.00	(342,000.00)	2,557,547.00	-11.8%



REVISED CHANGES

- Church Gifts lowered to reflect a combination of lost revenues from shutdown, a ramp-up period of returned giving as well as an assumption of overall economic climate impact
- ASP Overhead contribution is reduced to zero taking into account the loss of Columbarium help for the new playground. Additionally it is not unrealistic to expect that their revenues will also be lower.
- Funding from Kingdom remains the same; however, funds from Cap-Ex / Building and Grounds is reallocated to fund clergy salaries
- The \$60K from Columbarium will be used to fund facility and B&G expense

Confidence level on revenue projections is neutral. While I am comfortable with the short-term calculations, the long-term implications remain an unknown. Additionally, with only two weeks of shut-down revenue to account for, there is no way to tell if this past week's giving increase will continue or consisted of a one-week anomaly. Thus I feel there is a 50/50 chance that these projections could move in either direction. As of 3/20/2020 these are my best and most accurate projections

Overhead Revisions

Confidence Level



Revised 2020 Budget in light of Coronavirus Pandemic				
	2020	Change	2020	% Change
	<i>Projected</i>	<i>Proposed</i>	<i>Revised</i>	
Overhead				
Salary and benefits	1,811,197.00	(50,625.00)	1,760,572.00	-2.7%
Facilities	290,192.00	(5,000.00)	285,192.00	-1.7%
General operating	199,570.00	(13,219.00)	186,351.00	-6.6%
Total overhead expenses	2,300,959.00	(68,844.00)	2,232,115.00	-3.0%

REVISED CHANGES

- Salary and Benefits is adjusted down 2.7% to reflect not fully replacing the current open position in Human Resources.
- Facilities Expenses have been reduced to reflect a modified Total Quality Schedule during a 4.5 Week Shutdown
- General Operating is reduced by reducing our Diocese pledge approximately 12% to reflect the anticipated reduction of church gifts.

Confidence level on operating overhead is mid-level confidence. If revenue projections have to be revised lower in the coming weeks, then these projections may need to be altered in order to accommodate. There is VERY little to trim in overhead with the exception of salary and benefits- however it must be kept in mind that a reduced level of staff results in a reduced level of services, programs and overall worship experience.

Program Revisions



REVISED CHANGES

- Human resource budgeting has been removed from administration including membership subscriptions and asked for training budget. Other items removed are Continuing Education and Conference Expenses. Thus the remainder is Safety and Security, Technology, Communications and Administration
- Gather has been reduced by the amount currently being saved by operational shutdowns including stipends for Family Table musicians, food on Sundays and floral arrangements
- Grow cuts include food and hospitality expense for the Lenten Series as well reducing speaker stipends that Family, Youth and Women had asked for -in the larger scheme of things these are not necessary and could in theory still be engaged if the ministry is willing to charge a fee to participants
- GO cuts include speaker and stipend expenses

Revised 2020 Budget in light of Coronavirus Pandemic				
	2020	Change	2020	% Change
	<i>Projected</i>	<i>Proposed</i>	<i>Revised</i>	
Programs				
Administrative & safety	36,638.00	(8,919.00)	27,719.00	-24.3%
Gather	73,062.00	(3,098.00)	69,964.00	-4.2%
Grow	140,125.00	(3,968.00)	136,157.00	-2.8%
Go	69,050.00	(1,000.00)	68,050.00	-1.4%
Total Programs	318,875.00	(16,985.00)	301,890.00	-5.3%

Confidence level on Program expense is mid-level confidence. Again much like overhead expenses- If revenue projections have to be revised lower in the coming weeks, then these projections may need to be altered in order to accommodate. Much like overhead there is no fat in this budget and if revenue projections are revised downward it may become necessary to cut some programs that do not meld with the overall strategic plan or church mission.

Capital Expenditure Revisions

Revised 2020 Budget in light of Coronavirus Pandemic				
	2020	Change	2020	% Change
	Projected	Proposed	Revised	
Building And Grounds				
Capital Expenditure	218,375.00	(194,875.00)	23,500.00	-89.2%



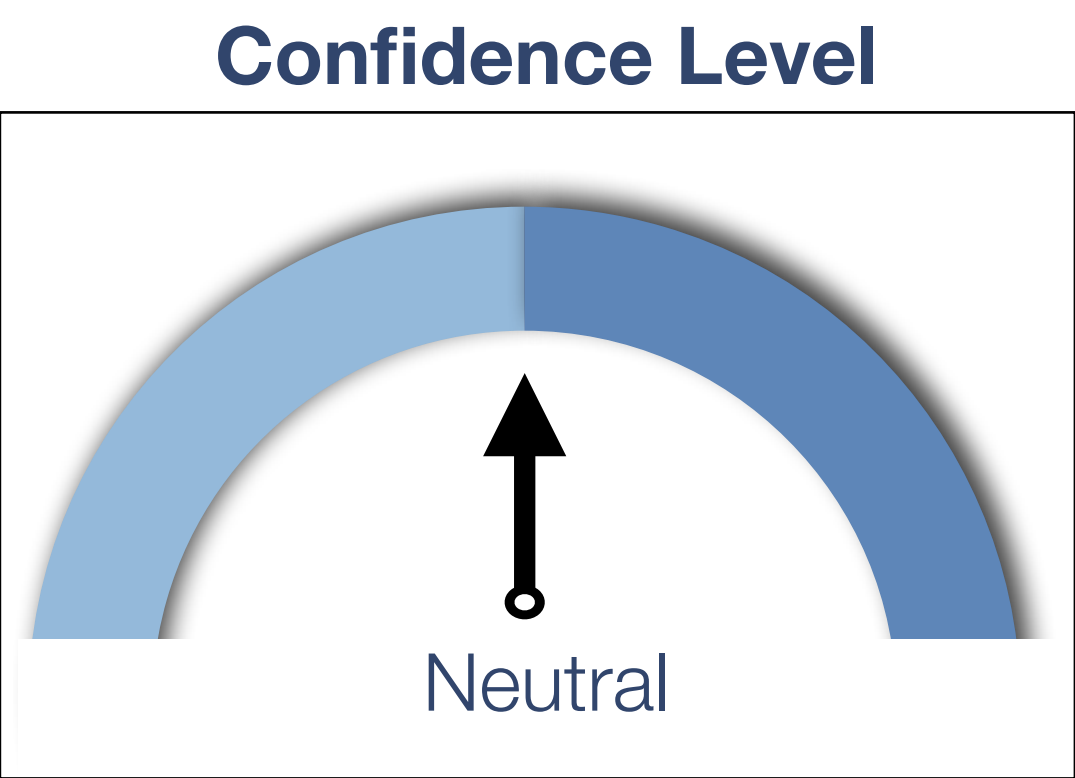
REVISED CHANGES

- \$23.5K set earmarked to cover any emergency Building and Ground expenses that may arise

Confidence level on building and ground expense is low to neutral confidence. There are so many contingencies when dealing with the building and its upkeep and maintenance. The assumption in making this allocation is that Bill Garner can keep building cost to only the necessary items or that an emergency that is larger than the the allocated amount may not occur.

Total Church Budget Revision Recap

Revised 2020 Budget in light of Coronavirus Pandemic				
	2020	Change	2020	% Change
	Projected	Proposed	Revised	
Total sources of cash	2,899,547.00	(342,000.00)	2,557,547.00	-11.8%
Total overhead expenses	2,300,959.00	(68,844.00)	2,232,115.00	-3.0%
Total Programs	318,875.00	(16,985.00)	301,890.00	-5.3%
Capital Expenditure	218,375.00	(194,875.00)	23,500.00	-89.2%
Total Expenses	2,838,209.00	(280,704.00)	2,557,505.00	-9.9%
Revised Total (excl. ASP)	61,338.00	(61,296.00)	42.00	-99.9%



Confidence level on Budget Revisions is neutral. A lot of the assumptions in this model are based on the revenue projections. If consistent targets are not met then these projections will need to be revised lower and then harder cuts will need to be looked at.

I am currently working only on worst-case scenario budgeting models from years past and two weeks of non-operating giving so these models are subject to change as each week that we are shut down passes

Further at this time I have not taken into account any implications that we will face with the preschool as at the moment they are still in a two-week Montgomery County holding pattern- however it is most likely that these numbers will need to be revisited in the near future