

Treasurer's Report

November 17, 2020



Topics for discussion

- 1) Actions taken over the last month
- 2) 2020 year-to-date financials (through end of October)
- 3) 2021 pledge status and revenue outlook
- 4) Assessing our options to cover the likely 2021 deficit

Actions we've taken over the last month

- Reached out to every family who is behind on their pledge
- Developed 'zero-based' budget for remainder of 2020
- Conducted 2021 stewardship campaign
- Began organizing a Christmas match (although this will not 'fix' the long-term problem)
- Passed Vestry resolution making available up to \$250,000 from Kingdom Campaign funds to cover near-term operations, if needed
- Took stock of all assets available to cover current and future deficits (e.g., Kingdom Campaign, Endowment and Investment fund)

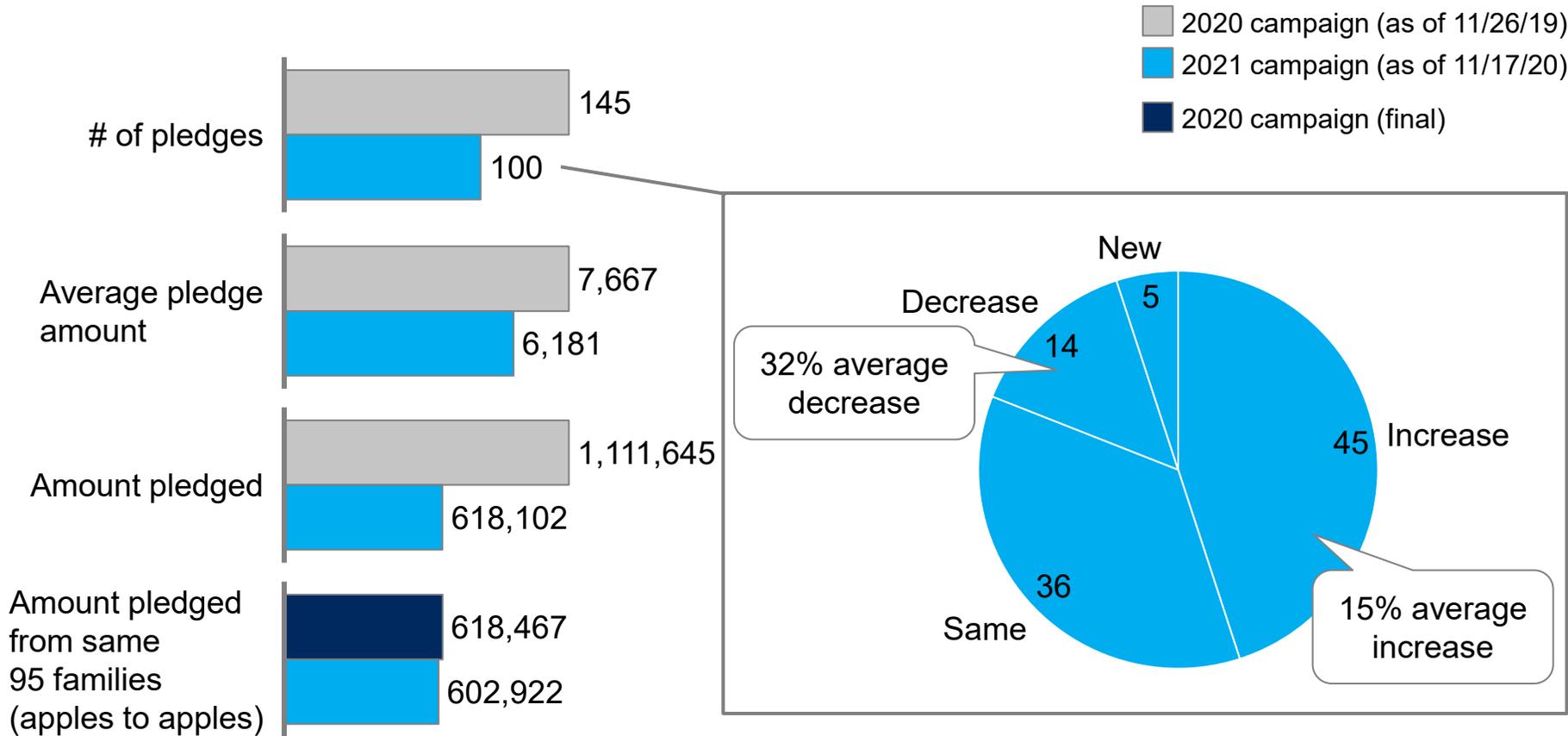
October consolidated financials (excluding Kingdom Campaign)

	October (Monthly)	Year to Date (Through end of Oct)
Revenue	<p>195,110 (2019) vs 163,464 (2020) -16%</p>	<p>2,094,714 (2019) vs 1,700,394 (2020) -19%</p>
Expense	<p>233,404 (2019) vs 198,526 (2020) -15%</p>	<p>2,413,981 (2019) vs 2,168,975 (2020) -10%</p>
Net (excluding PPP loan)	<p>(38,294) (2019) (35,062) (2020)</p>	<p>(319,267) (2019) (468,581) (2020)</p>

October financial details (excluding Kingdom Campaign)

	Parish Operations		Preschool Operations	
	October (Monthly)	Year to Date (Through end of Oct)	October (Monthly)	Year to Date (Through end of Oct)
Revenue	<p>154,410 125,964</p> <p>2019 2020</p> <p>-18%</p>	<p>1,658,371 1,312,961</p> <p>2019 2020</p> <p>-21%</p>	<p>40,700 37,499</p> <p>2019 2020</p> <p>-8%</p>	<p>436,343 387,432</p> <p>2019 2020</p> <p>-11%</p>
Expense	<p>182,495 161,774</p> <p>2019 2020</p> <p>-11%</p>	<p>2,051,408 1,812,076</p> <p>2019 2020</p> <p>-12%</p>	<p>50,909 36,752</p> <p>2019 2020</p> <p>-28%</p>	<p>362,573 356,898</p> <p>2019 2020</p> <p>-2%</p>
Net (excl. PPP loan)	(28,085) (35,810)	(393,037) (499,115)	(10,209) 748	73,770 30,534

2021 pledge status and revenue outlook



Implications for 2021 revenue outlook:

- Overall we are lagging where we were at this time last year, by a wide margin
- 'Apples to apples' comparison indicates a flat to slightly negative giving picture
- Recommend three scenarios for 2021: (a) 'best case' flat giving (no change), (b) 10-15% decline (middle case), (c) 25-30% decline (worst case)

Proposed actions over the next month

- Continue taking in stewardship pledges
- Share full financial picture with the parish in a dedicated e-blast this week
- Launch the Christmas match (although this will not 'fix' the long-term problem)
- Develop 2021 Q1 budget
- Frame a major decision for the Vestry in December:
 - Choose to balance the 2021 budget, or
 - Choose to run at a significant (\$500-700k) annual deficit (in which case, we should have clear 'stage gates' to make draws from our assets), or
 - Take some action(s) to reduce the deficit, but not close it entirely