Budgets

Leaders care less for accounting details and more about reporting. Getting information in helpful formats is imperative. Staff and key leaders need certain types of reports. The governing board often needs another type, while the congregation needs a different style. The Finance or Audit Committee, on the other hand, needs still another. This class will explore financial reports, metrics and dashboards. Also included will be a discussion of donor statements and information, both financial and congregational, that can be included on them.

Today's Topic

Jon Wright is the Executive Pastor of Grace Church of Eden Prairie, Minnesota, with over 5,000 in worship. His goal at Grace is to create an environment conducive to the fulfillment of the church's mission by providing leadership coaching to the ministry staff and the Grace family, resulting in innovation and impact across the street and around the world for the glory of Christ.

Jon Wright



Jeff oversees operations at Grace Church. He started work at Merrill Lynch as a financial advisor and became a branch manager. After reading the book "Halftime" by Bob Bufford, the Lord called Jeff to live out leaving "success for significance," so the family moved to Minnesota to work with Grace Church in 2004.

Jeff Kornoelje



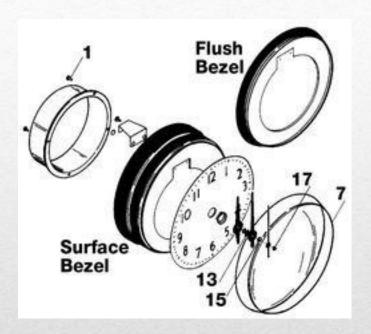


Reporting

Budgeting for Results ...

- What gets measured, gets done.
- If you don't measure results, you cannot tell success from failure.
- It you cannot see success, you can't reward it.
- If you can't reward success, you are probably rewarding failure.
- If you can't see success, you cannot learn from it.
- If you can't recognize failure, you can't correct it.
- If you can demonstrate results, you can win public support!

Class 4: Follow Up



OR



Building the Clock or Simply Knowing the Time?

Ministry Indicators

- Giving
- Missional Budgets
- External vs. Internal
- Capital Improvements

Addendum

- Fund Balances
- Expenses
- Attendance
- Giving Statements
- Others topics from students ...

Reporting: Topics to Address

Congregation

- People give to changed lives and not statistics
 - http://vimeo.com/62704406
- Want to be forthright of where we stand and to encourage people to "move to the right"
- Learned that big #'s can scare people, so utilize %

AWANA AND 56TH STREET

Registration Night: Wed, Sept 11 - 6-8pm Door #4 Commons Area

Wednesday night club programs for kids ages 5 years to 6th groce. More in to **www.atgrace.com/clubs** or e-mail **price@atgrace.com**

GIVING UPDATE (Giving year ends May 31, 2014).

Church Ministries: -6% • Missions: -3% • Building: \$209,753

- Firm Foundations (Troy
- SHARE Life (Dave Gibsa
- God-centered Marriago
- Christian in America (je
- Answers to Life's Questi More info Go to www.atgr

PREMARRIAGE CL

Sundays, Sept 8-Nov 24 More info www.atgrace.c

Grace Church | 9301 Eden Prairie Road | Eden Prairie, MN 55347 • Phone: 952-926-1

Reporting of Offering

Acknowledging those that gave to Grace Church for the 1st time with a hand-written note



Household Name		Initial Gift Date	Initial Gift Amount
man 41.morn minum:	7	Thinks that there.	THE COLUMN
	- 1	9/29/2010	\$3,129.00
	2	9/29/2010	81,000.00
	0	9/29/2010	\$515,00
	4	9/29/2010	\$335.00
	5	9/29/2013	\$300.00
	6	9/29/2013	\$300.00
	1	9/29/2013	\$200.00
	8	9/79/7013	\$170.00
	9	9/29/2010	\$140.00
	10	9/29/2010	\$100.00
	11	9/29/2010	\$100.00
	12	9/29/2013	\$100,00
	13	9/29/2013	\$100.00
	14	9/29/2013	\$100.00
	15	9/29/2013	\$100.00
	15	9/29/2013	\$100.00
	17	9/29/2013	\$100.00
	10	9/29/2010	\$05.00
	19	9/29/2010	\$75.00
	20	9/29/2010	\$70.00
	21	9/29/2010	\$60.00
	22	9/29/2013	\$50.00
	23	9/29/2013	\$40.00
	24	9/20/2013	\$30.00
	25	977977013	\$25.00
	20	9/29/2010	\$25,00
	27	9/29/2010	\$25.00
	20	9/29/2010	\$25.00
	29	9/29/2010	\$20.00
	30	9/29/2013	\$15.00
	31	9/29/2013	\$10.00

Celebrating a Mark of Discipleship

Ministry evaluation as well as helpful for budgetary decisions and projections

\$ 7,785,341	\$	7,236,586	\$	7,031,435
7.58%		2.92%		
1,814		1,769		1,737
2.54%	ノ	1.84%		
\$ 4,292	\$	4,091	\$	4,048
4.91%	,	1.06%		
\$	7,58% 1,814 2.54% \$ 4,292	7.58% 1,814 2.54%	7,58% 2.92% 1,814 1,769 2.54% 1.84% \$ 4,292 \$ 4,091	7,58% 2.92% 1,814 1,769 2.54% 1.84% \$ 4,292 \$ 4,091 \$

12 month Average Attendance	3,244	3,169	2,909
GIVING/ATTENDEE	\$ 2,425.38	\$ 2,308.09	\$ 2,443.62
% Change Year over Year	5.1%	-5.5%	

"Move to the Right"

Leadership

- How did we do this past weekend?
- Concerned on where are we going to end?
- How did we get here?

		FY*14 CI	nurch Ministries (Budget	\$ 8,215,000	H
		Cha	ireh Ministries			
Week of the Year	Date	Offering	Other Giving	Total Receipts	Seasonally Adjusted Budget	Seasonally Adjusted Variance
June-13						
1	6/2/2013	117,004		117,004	126,008	(9,004)
>	6/9/2013	112,972	2,734	115,706	105,315	10,391
3	6/16/2013	116,143		116,143	113,643	2,500
4	6/23/2013	93,419		93,419	109,870	(16,451)
5	6/30/2013	137,525		137,525	123,166	14,359
Lotal for the Month		577,063	2,734	579,797	578,002	1,796
Warra Land David or		1.77.000	21.12.8	5.70 AD Z	6.20 6.03	4 204
Year to Date		577,063	2,734	579,797	578,002	1,/96
July-13	7/7/2013	129 159		129,159	129,562	(104)
7	7/14/2013	140 190	5.163	145,353	137,648	7,703
	7/21/2013	104 049	10,000.0	104,049	123,394	(19,344)
9	7/28/2013	122.578		122,578	120,038	2,542
Total for the Month		495,976	5,163	501,139	510,642	(9,503)
Year to Date		1,073,039	7,897	1,080,936	1,088,643	{7,707}
August-13						
10	8846/013				145,017	
11	8/11/2013				129,912	

Offering Reporting

Y I D - FY14		1,073,039	7.897	1,080,936	1,088,643	(7,707)
11011114	Ye	ar to Date - FY		1,035,360	% ahead/behi	
	_				/o aneau/bein	ild budget)
	Inc	rease/(Decrea	ise) 13/14	45,576	-0.79	6
	<u>%</u>	of change 13/1	14	4.4%	FY14 giving needed in	
	Av	g FY14 amt re	c'd / week	120,104	remaining weeks	7,134,064
	Av	g FY13 amt re	c'd / week		FY13 giving rec'd	
	An	nount needed p			In remaining weeks	6,683,697
		_			ed on current % ab	nead/behind Se
		ojected FY14 re			Projected FY14 giving	/ D / E DDE
	<u> </u>	ojected overag	er(snornan)	(36, 139)	in remaining weeks	7,075,905
9.0% [1 1				1 1	
1.5%	Church	_				
6.0%	Ministry					
4.5%	·····					
3.0%						
1.5%						
0.0%						

How Might We End Up?

Grace Church Giving Analysis 6/1 5/31 % Breakdown FY13 FY12 FY11 476,205 over \$100,000 3 739.474 469,895 Number of Givers 0.15% % Increase 33.33% Average Gift 184,888,50 \$ 158,735,00 \$ 156,631,67 % Increase 16.46% 1.34% \$30,000 - \$100,000 859,838 \$ 1,057,186 933,004 13% Number of Givers 0.93% 2518 3.00% 22.22% % Increase 42,287,44 \$ 42,409,27 \$ 47,768,78 Average Gift 11.22% % Increase 0.29% \$10,000 \$30,000 1.856.524 \$ 1.768.796 24% \$ 1,696,447 Number of Givers 129 115 4.70% 109 5.50% % Increase 12.17% 14.391.66 \$ 15.380.83 \$ 15,563,73 Average Gift % Increase -6.43%-1.18%\$3,000 \$10,000 2,771,411 2,729,414 \$ 2,663,031 35% 82% of our gifts Number of Givers 512 508 499 18 98% come from 25% % Increase 0.79% 1.80% of the body Average Gift 5,412.91 \$ 5,372.86 5,336.74 3 % Increase 0.75% 0.68% \$1,000 - \$3,000 1,043,657 \$ 1,013,318 \$ 1,041,692 13% 3 Number of Givers 577 555 552 21.39% % Increase 3.96% 1 25%

1,825,80

-1.50%

1,853,54

1,808.76 \$

-0.93%

How Did We Get Here?

Average Gift

% Increase

Automated Giving

July 2013

YOY Comparison

Total 2011 \$	\$ 1,799,069
Total 2012 \$	\$ 2,810,899
YTD 2013 \$	\$ 1,882,391



YOY Comparison

2011 %	18.9%
2017 %	26.4%
2013 %	33.2%



Want to make informed decisions to allocate resources across ministry venues



Multi-Site Giving

Ministry Activities

- Does it reflect our Biblical beliefs?
- Does it focus on our priorities?
- Are we balancing long term vision with short terms needs?
- Are we adequately investing in our future ministries?
- Are we overfunding "legacy" activities?

"Funding our priorities"

Personnel

- Are we adequately staffing our priorities with the right people?
- Are we staffing at the right levels relative to our giving?
- Are our benefits adequately providing for our staff's needs
- Is our compensation enabling our staff to fulfill their calling?

"Encourage and Motivate"

Infrastructure

- Are we balancing quality with stewardship?
- Are we focusing on efficiency and effectiveness?
- Are we adequately mitigating risks?
- Do we have control of "uncontrollable "costs?

"Control and Reduce"

INTEGRITY

STEWARDSHIP

TRANSPARENCY

Missional Budgeting

Ministry Activities

Missionary Support Strategic Vision/Around the World

Music & Worship Men & Women's Ministry

Counseling & Care Students & Children

Seniors Small Groups

Across the Street Families

Direct Impact

Highly Visible

High Flexibility

Personnel

Salaries

Healthcare

Benefits

Taxes

- Personal Impact
- Highly Visible
- Moderate Flexibility

Infrastructure

Debt Service (Committed)/Assessments

Facilities/Retreat Center/Utilities

Capital Improvements

Administrative Ministries

- Indirect Impact
- Somewhat Invisible
- Limited Flexibility

Missional Budgeting



Missional Budgeting: Keeping Score

For Public Consumption

GIVING & STEWARDSHIP

Home + Information + Title

Thank you for your interest in siving and stewardship at Crace Church.

We are eager to help you become a good steward of the resources God has entrusted to you. The links below will help you to establish an online giving account, check on your giving history, and even access resources to help you manage in a god y manner the financial resources God has entrusted to you.

Grace Church holds highly stewardship of Hibresource and wants to manage money for His glory, so we have also included our annual report and audit from an external accounting firm, as well as belonging to ECFA reflecting our high finencial standards of ecountability. As yourgive it is our prayer you will experience the level faithful, consistent, cheerful giving as the Scripture Instructs - not out of obligation, but out of thanksgiving for all Christ gave to you and for all He has given into your care.

Internal

- SAS 114 Letter
- SAS 115 Letter

 Different voice for change
 Best practices (offsite data backup)
- Salary Surveys have helped

Board Updates



Grace Church - Quarterly Ministry Update (Ismusry - March 2013)

Staffing updates:

Elike 1 WTweet 0

- Holly Long transitioned out of her role in Orphan ministry. We will adjust her role to be a support staff for
 Jule Wright and the growing outreach and orphan ministry in children's.
- Suzanne Schmidt's went from 00 to 40 hours in herrole as 5-5th Grade Dreidon.

Senior High (Jason Barthelemy)

WednesdayNights:

We wrapped up the school year with a series on Joy, a night to honor our volunteer leaders as well as a Wednesday night where we celebrated our graduating seniors. Teddy Reimer and others from the Worship Arts team closed out our summer with an incredible night of worship in the Chapet.

This summer we are still meeting on Wednesday rights but it is slightly different. We meet on tuesday afternoons.

External vs. Internal Reporting

Congregation

Mortgage & Debt Service 1,092,007

Capital Expense Reserve 200 CCC

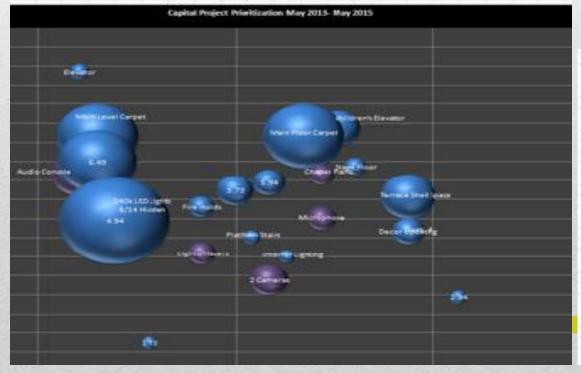
Board Level



Capital Improvements

Capital Improvements: Ministry & Finance Team Level

Criteria	Smategale Cong tompon	Newson, Entherocing	Safety &	Owenional Collicat	KFROM	Score	Condition - Blue Felt - Purple from Compus - Orange	
Weighting	0.21	0.21	0.21	0.21	0.15	1.00		
*** Projects June 2013 - May 2016 ******						Total Score	Investment	Possible Timing
Elevator Maintenance	8	*	311	343	8	9.9%	\$ 17,000	lun 12
Video Sony EXD Camera 3 & 4	10	10	1	10	10	8.09	\$ 22,000	lan 15
Video Sorry D30 Camera I & 2 non HD	10	10	1	10	10	8.00	\$ 60,000	Jun-15
8 Channel Microphone	0	9	7	9	8	7.79	\$ 14,408	Jul-13
Audio - Yamaha PID WC audio mixer, video prod room, chapel	8	9	1	10	10	7.45	\$ 105,000	Jun 13
Elevator installed in Children's Bldg	9	8	7	5	8	7.36	\$ 90,009	Sep-14





Q & A

Send Questions via Chat to Tami



Addendum

Church-Wide



Leadership

Fund Recap	Balance
Church Ministry Fund	633,192
Missions	552,811
Misc. Designated	4,301
Capital Improvements	788,543
FY13 Surplus	322,280
Next Steps	640,896
Bookstore	(82,483)
Hospitality	104,961
Funshine	35,503
Building Fund	340,735
Total Fund Balance	3,360,859

Ministry-Specific

					1		Auf	838,360
Description	Belowe Sidese	Minne Offices	Designated Ranges	Batgerel Ery	Designated Eng.	Traubo	296	Adjusted Distance
Strangic Vision - 30%					100			
	147	12.90	100	94897		141	6220	62,210
Budget Hari	(94)		750		. + .	47	196	(246)
Egrept - Yunw	76		127		1.11	4.		(246
Introduct Eigent	(904)		1 + 1		1 + 1			9714 9714 1338
Dominican Republic	8754		C# .		16.1			9,714
Gentlety	(92)		1,965		3		1,636	1,326
Eggs Novester	3					- 4 -		25
India	(40)				7.47			(430)
Karrya	(25,253)		(+)		500		(500)	(26,757
Karsa lide Trip	(3,347)				477	4.1	4.00	(3,347)
1WAN - Seish Devolutive	340		040			- 4 -		240
VWAN - Dede Otteon	. 20					- 4		34 3 436
76rt 25.3	1,000		13.55		11,390	1,100	3045	4,346
Oyse Concent 2013			3,63		425		(1293)	0.28
Priant2013	-		- 4		4.		- 8	- 3
George 2013	.700		3,61		14475	1,515	(\$290)	(1.5%)
Brings 2012	- 4		1,790		219	-	75	778
Mpts Utier Versiers 2003			1,390		1.0		1,130	1.150
Later Colory	1,295		4.		4		1	3,296
DenOtive	4,077				4			4,077
Assert as X spress Payable	713				1.41			711
Total Storious Freed Stateson	60.80	43.03	48.708	202784	97606	479	CHEST	H34,266

How Much is In the Bank?

Congregation & Board

Church Ministries Fund

Fund Balance 5/31/12	\$753,205
Income:	
Tithes and Otterings	7,900,210
Other Income	51,384
Total Income	7,951,594
Expenditures	7,499,639
Difference income/Expenses	451,976
Fund Balance 5/31/13	\$1,205,181

Finance Team

		FY13	
Church Ministry Fund	Y.T.D.	Budget	25.00%
Deginning Balance	825,000	825,000	
Budgeted Income:			
Tithes and Offerings	1,585,847	8,215,000	19.3%
Net Retai/Rental Operations	-	30,000	0.0%
Misc. 8 Interest Income	052		
Total Income	1,586,199	8,245,000	19.2%
Budgeled Expenses:			
Personnel	960,493	3,713,293	25.9%
Sr Postor	4,643	51,070	9.1%
Music & Worship	33,069	175,000	18.9%
Children Ministries	84,385	178,520	38.5%
Facilities	157,197	534,000	29 4%
Custodial	10,532	69,000	15.3%
Utilies	118,393	510,000	23.2%
Debt Service	212,649	1,150,598	18.5%
Capital improvements	-	350,000	0.0%
Assesaments		71,765	0.0%
Strategic Initatives	-	389,414	0.0%
Total Expenses	1,778,307	8,245,000	21.6%

Expenses

Specific Ministry Department available online to each ministry

Time 16:59:33	Fiscal Year Beginning 6/1/2013 Budgeted Financial Statement for Period 02 July 16.67% 000 General Operating Fund					
Account #/Description 550 Utilities	Month	Actual YTD	Ann Bdgt	Remaining	<u>%</u>	
Utilities						
550/65110 Natural Gas	2,483.81	6,535.64	54,500.00	47,964.36	11.99	
550/65150 Fuel Oil	.00	.00	5,000.00	5,000.00	.00	
550/65210 Electricity	9,239.27	45,077.18	328,500.00	283,422.82	13.72	
550/65310 Water & Sewer	2,102,21	2,102.21	28,000.00	25,897.79	7.51	
550/65910 Equipment Lease - Ut	7,123.32	14,246.64	84,100.00	69,853.36	16.94	
550/65980 Contingency - Utilit	.00	.00	9,900.00	9,900.00	.00	
Total Utilities	20,948.61	67,961,67	510,000.00	442,038.33	13.33	

Ministry Level Expenses & Vision Sharing

Attendance

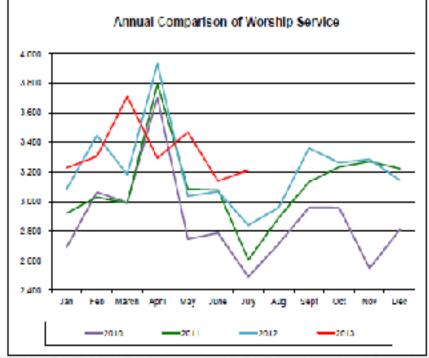
12 Month Averages

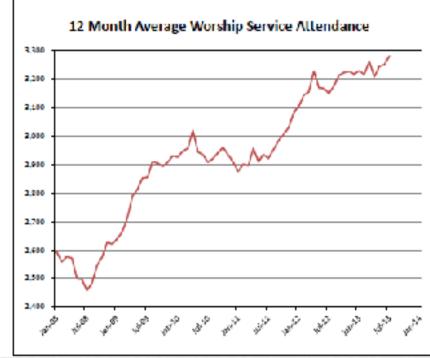
as of July 2013

Current Change Total Worship 3,281 1.2%

	Year over Year											
		Last Year	Change over	12 morth	12 month	Change In	E month	5 month	Change in	3 month	3 month	Change in
	Current	Current	earne month	Average -	Average -	12 month	Average -	Average -	G month	Average -	Average -	3 month
	Month	month	izst year	current	Last Year	Average	Current	Last year	Average	Current.	Last year	Average
	Jul-12	Jul-12		9/1/12-7/20/12	9/1/11 - 7/20/12		2/1/12 - 7/20/12	3/1/12 - 7/20/12		6/1/12 - 7/20/13	GHH2 - 7/20112	
Total Worship	3,212	2,839	(12.1%)	3,281	3,149	(4.2%)	3,366	3,251	3.2%	3,274	2,981	9.8%
200 - Cherel	270											

200 - Chapet 270 200 - WC 295 10 32 - Chapet 273 1030 - WC 1,500 Latin 3ente 125





Sequential

Previous

Jun-12

Change in month over

month

2.3%

street and around the world.

Eden Prairie, MN 55347-1021.

SECTION OF VALUE OF SECTION

Below is a receip of contributions to Crace Church received Jenuary 1, through September 31, 2013. Contribution statements can be viewed online anytime throughout the year by visiting www.atgrace.com/stewardship.

CONTI	FIBUTION SUMMARY	
Fund		YTD.
1 Church Ministry		\$284.00
	G and Tetal.	\$284.03

		RECORD OF CONTRIBUTIONS			
Date:	=,thd	Contribution Type	Fieference.	Gift Altrount	
Mar 29	F - Church Ministry	Credit Card		\$50.00	
Apr 08	1 - Church Ministry	Credit Card		\$16.00	
Apr 20	t - Church Ministry	Credit Card		\$17.00	
May 23	1 Church Ministry	Credit Card		\$15.00	
aun 05	1 - Chirch Ministry	Credit Card		\$13.00	
Jun 19	1 - Church Ministry	Credit Gard		\$30,00	
.hd 03	1 - Chi rob Ministry	Credit Card		\$23.00	
Jul 19	1 - Church Ministry	Credit Card		\$37.00	
Aug 36	1 - Church Ministry	Credit Card		\$8.00	
Aug 17	1 - Church Ministry	Credit Card		\$34.00	
Aug 27	1 Church Ministry	Credit Card		\$20.00	
Sep 15	1 - Church Ministry	Check	1033	\$21.00	
			Grand Totals	\$264.00	

Thank you for your generosity and investment in the Kingdom of God. We invite you to prayerfully continue partnering with Grace Church as we seek to create disciples of Jesus across the street and around the work. If you have any questions, please call (952) 224-3050. As a domor, Grace Of ordinary civilization for these contributions.

Cretefully,

Jefray Komcelle Pastor of Administration

St. 11 Km

Giving Statements

Consider sending them out 3 times a year, not just for tax purposes... Here is a sample of ours to hit prior to Thanksgiving.

- 1. Have you reviewed your current banking fees?
 - Analysis fees
 - Online fees
 - Merchant Services fees
 - Remote Deposit fees
 - Line of Credit
- 2. Do you strategize for staff compensation 1-3 years forward?
 - Base salary
 - Retirement
 - Medical/Life Insurance
 - Housing Allowance
 - Continuing Education

Questions from the Reading