

**Church of the Incarnation  
Finance Council Meeting – April 24, 2019  
Minutes**

**Church Staff:** Father Gregory (Pastor), Izzy Menchero (Business Manager)

**Financial Council:** Ed Robinson (Chair), Joseph Feola (Secretary), Nick Lawler, Carol Pullen, Ruth Buchwalter, Robert Chisholm

**Pastoral Council:** Caroline Cooke

**7:00 p.m. Opening Prayer** **Fr. Gregory**

**7:05 p.m. Pastor's Topics** **Fr. Gregory**

Maria Nootbar has resigned as the Director of Christian Formation. Father has assessing candidates, nothing definitive at this time. Salary: \$36,000-\$42,000 \*\*\*\*depending on salary expectations and benefit requirements

**7:15 p.m. Chairman's Update** **Ed Robinson**

**7:30 p.m. Donor Analysis Work Stream** **Joe Feola**

Data Sources

Offertory analysis **Ruth Buchwalter**

Chart 1: Offertory Giving from FY 2001-02 - ON  
Chart 2: Offertory Giving from FY 2013-14 - ON

Chart: Least Squares Analysis

Findings:

2017 and 2018 offertory has trended much higher than the analysis would indicate. When completing the analysis for 2013/14- ON – the results are the same, but less dramatic.

Does this mean we should anticipate a pull back? How much of this has to do with improving economy? Is this do to the efforts around educating and communicating our needs to the Parish better over the past few years? Combination?

Does Incarnation have an overdependence on parishioner subset?

75 and Older Donors Similar to the Entire Parish EFT/Envelope USERS

	<b>75+</b>	<b>Total Parish</b>
<b>\$10,000+</b>	<b>2.17%</b>	<b>2.07%</b>
<b>\$5,000-\$9,999</b>	<b>7.61%</b>	<b>4.52%</b>
<b>\$2,500-\$4,999</b>	<b>5.43%</b>	<b>9.42%</b>
<b>\$1,000-\$2,499</b>	<b>32.61%</b>	<b>30.51%</b>
<b>\$1-\$999</b>	<b>52.17%</b>	<b>53.48%</b>
<b>Number</b>	<b>92</b>	<b>531</b>

**Finding:** DOES NOT APPEAR TO BE AN OVERDEPENDANCE ON 75+

Chart - Envelope & ETF Users Exiting and Entering in 2018

Chart – 2018 Charitable Giving – Incarnation Parish

**Finding:** 27% of households, produce 55% of giving – need to make sure we are taking care of these folks. What can we do? Focus here.

Corrected: 16% of identifiable donor households contribute 55%. Total includes cash which we can't attribute to any household. The top 11 household donors made 27% of all the donations to Incarnation in 2018.

**Seasonality of donations & usefulness      & Mass Evaluations      Robert Chisholm**

2017 FINANCIAL SUMMARY PACKET

2018 FINANCIAL SUMMARY PACKET

**Findings**

- Seeing a significant shift toward ETF and continuing to increase – more people using EFT then envelopes
- Age range 55-64 is our sweet spot
- 1:30 mass – significant increase each month over 2017.
- Big months (in increase in numbers): March, June, July

**Findings**

- Appears Parish is growing and trending younger by average age.

Izzy looked at Easter weekend Offertory for last 6 years, 2019 was 4<sup>th</sup> of 6<sup>th</sup> lowest. What does this mean?

**Communication – offertory graphic      Carol Polen**

Church of Incarnation Financial Health Check graphic

Offertory (July 2018-March 2019) – Favorable Difference \$54,272 (9%)

**7:45 p.m.      Safe, Comfortable & Attractive      Ed Robinson**

Reviewed list of major high dollar items from 2017 – Things identified, and things taken care of. A majority of this has been done by major giving

Bids on electrical work and HVAC:

**Electrical:**

2 Quotes: roughly the same

**Cost: \$65,900 (B&B Electric)**

HVAC: \$257,000 to have completely new system. However, this can be done in pieces.

Roof:

Izzy has a company from Richmond coming to quote repair/replace

Creek work completed by county is complete.

**Advising Pastor on best uses of LOM funds**

LOM fund update

Hit our original target. Now receiving 2/3s. Estimated income from this may be approximately \$70,000.

Potential source for some of the big-ticket expenses? What would be recommended?

<b>7:50p.m.</b>	<b>Business Manager update</b> FY2020 Budget Budget Process Copy of DRAFT FY2020 Budget – key changes	<b>Izzy Menchero</b>
<b>8:05 p.m.</b>	<b>Up Coming Events</b> May 14 – Deanery 10 meeting May 15 – Pastoral/Finance Council Alumni Appreciation May 19 – Qualified Charitable Distribution info session Next Finance Council Meeting – June 26 FY2019 Offertory Revenue Contest	<b>Ed Robinson</b>
<b>8:15 p.m.</b>	<b>Closing Prayer</b>	<b>Fr. Gregory</b>