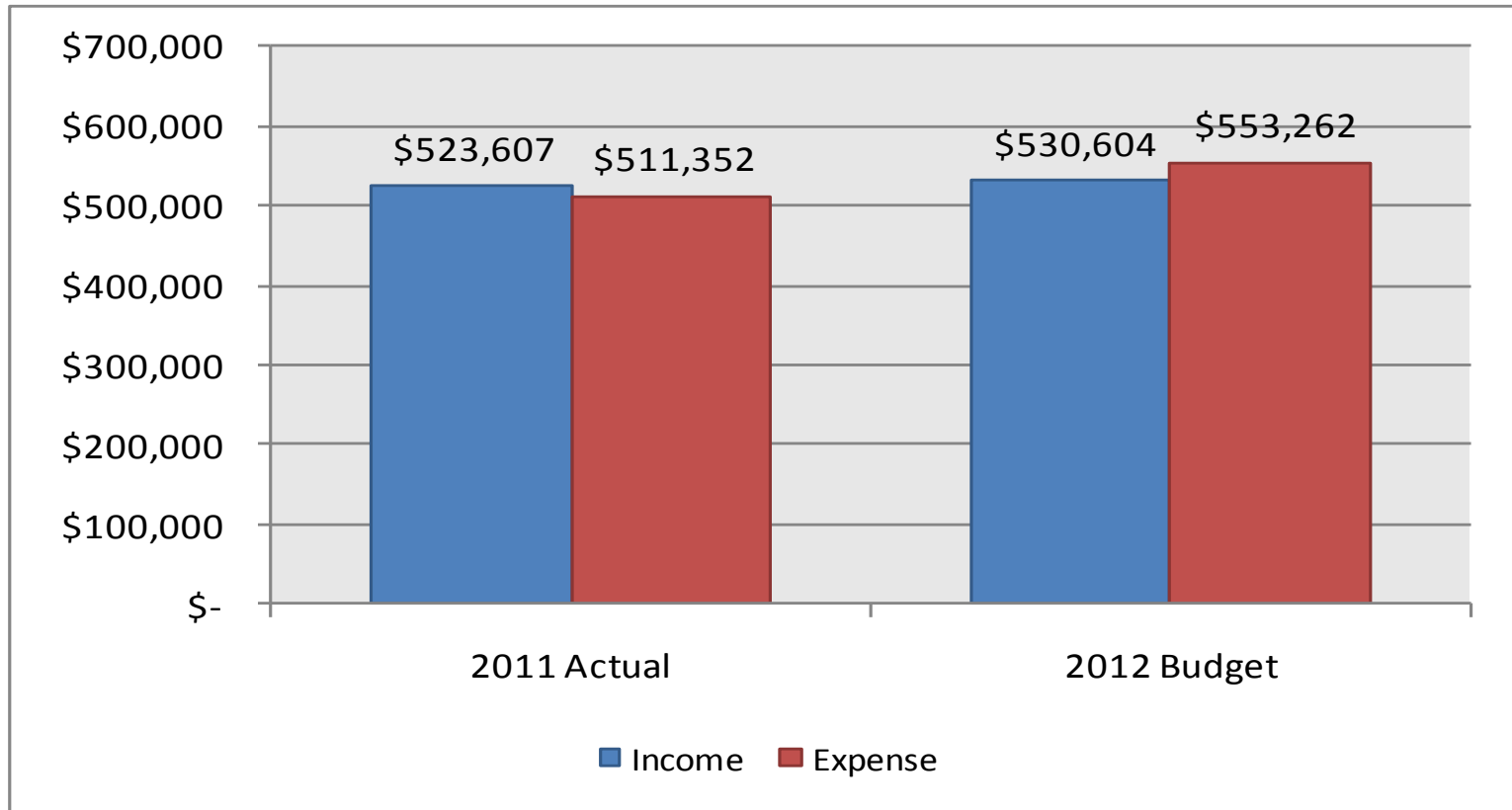


# Operating Surplus/Deficit – 2011 Actual vs. 2012 Budget



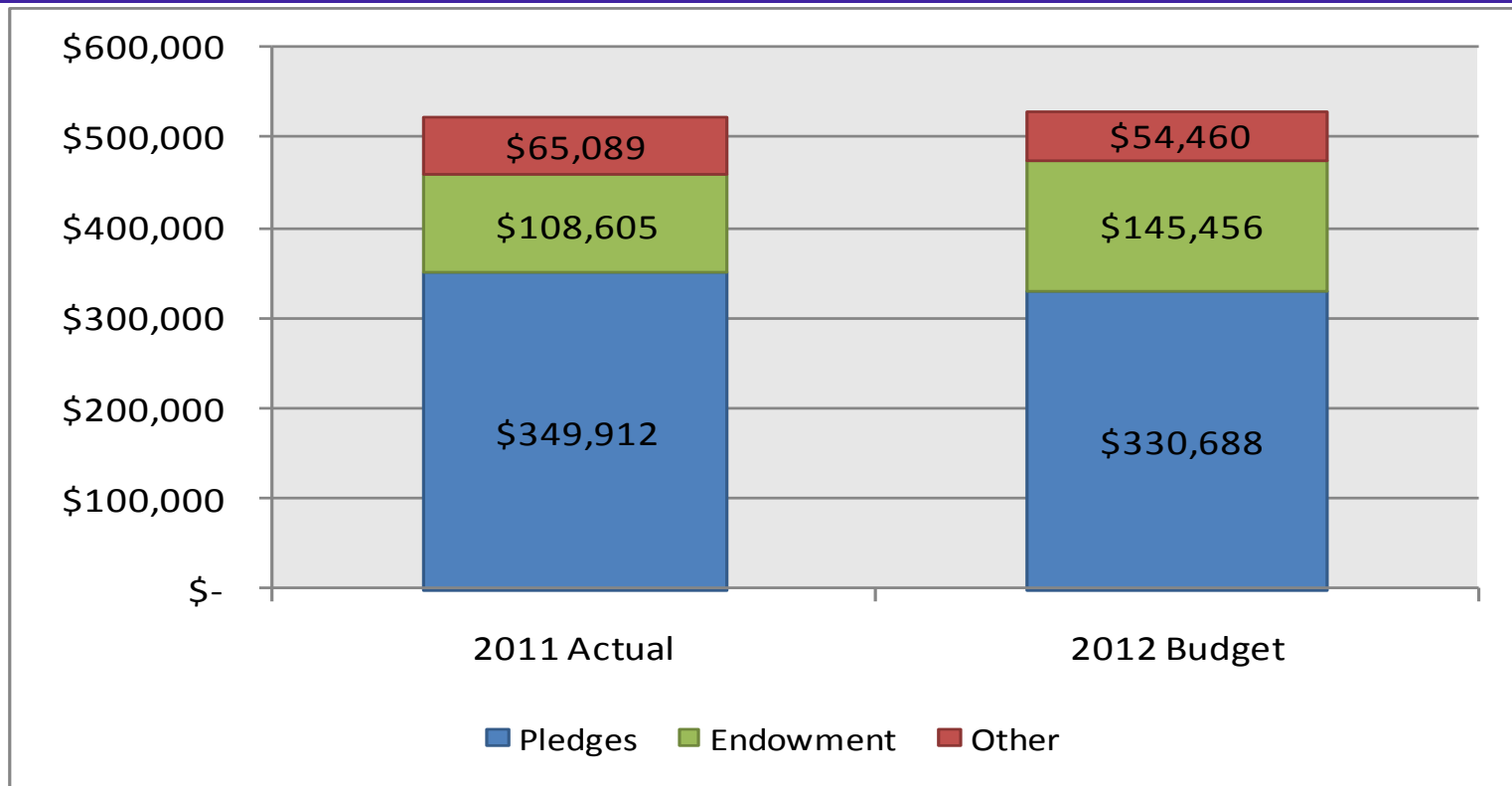
- \$12,254 forecasted operating surplus in 2011
- (\$22,658) operating deficit budgeted in 2012

# 2012 Deficit

- Why the \$23K operating deficit in 2012?
  - Pledges came in \$44K below goal
  - Clergy search expenses are budgeted at \$41K
  - Cost containment across the board mitigated those unfavorable factors
- We are covering the deficit with the 2010 cash surplus held in reserve on our Balance Sheet

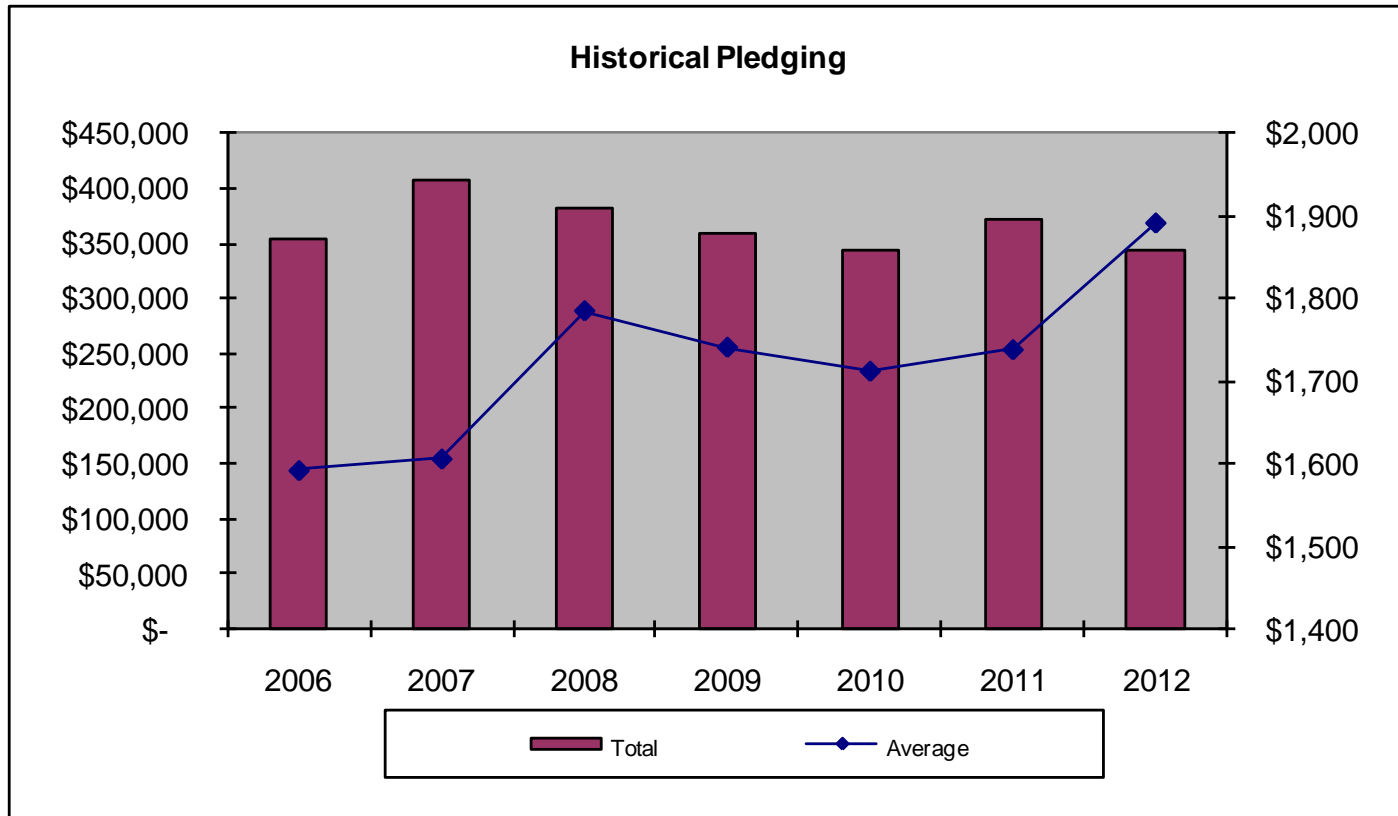
<b>CASH/CASH EQUIVALENTS</b>	
1012 - Petty Cash	100.00
1016 - Citizens Feed My Lambs 9543	3,715.57
1040 - Citizens Mixer Music MM 9381	31,427.06
1041 - Citizens Bank Checking 9438	83,898.11
1042 - Citizens Bank Operating Reserve	
Youth Mission Trip Reserve Fund	137.00
Clergy Sabbatical Reserve Fund	2,700.00
<b>Reserve Fund from 2010</b>	<b>31,800.00</b>
1042 - Citizens Bank Operating Reserve - Other	62,064.37
<b>Total 1042 - Citizens Bank Operating Reserve</b>	<b>96,701.37</b>
1050 - Centrix Cash Management Savings	207,518.73
1055 - CDARS Investment	524,553.73
1060 - Centrix Commercial Checking	78,167.33
1081 - Citizens Rectors Disc Fund	5,527.01
1091 - Citizens Curates Disc Fund	3,323.61
<b>Total CASH/CASH EQUIVALENTS</b>	<b>1,034,932.52</b>

# Operating Income – 2011 Actual vs. 2012 Budget



- Total Operating Income up \$7K, or 1%, from 2011
- Pledges (net of 5% attrition) including prior year payments down \$19K, or 5%
- Endowment Income up \$37K, or 34% (Diocesan funds, Leacock, MM accts). Due to \$33K Leacock Fund distribution, through Mellon, we received in early 2012 which was a payout for 2010
- Other Income down \$11K, or 16% (extremely favorable 2011 Plate Income)

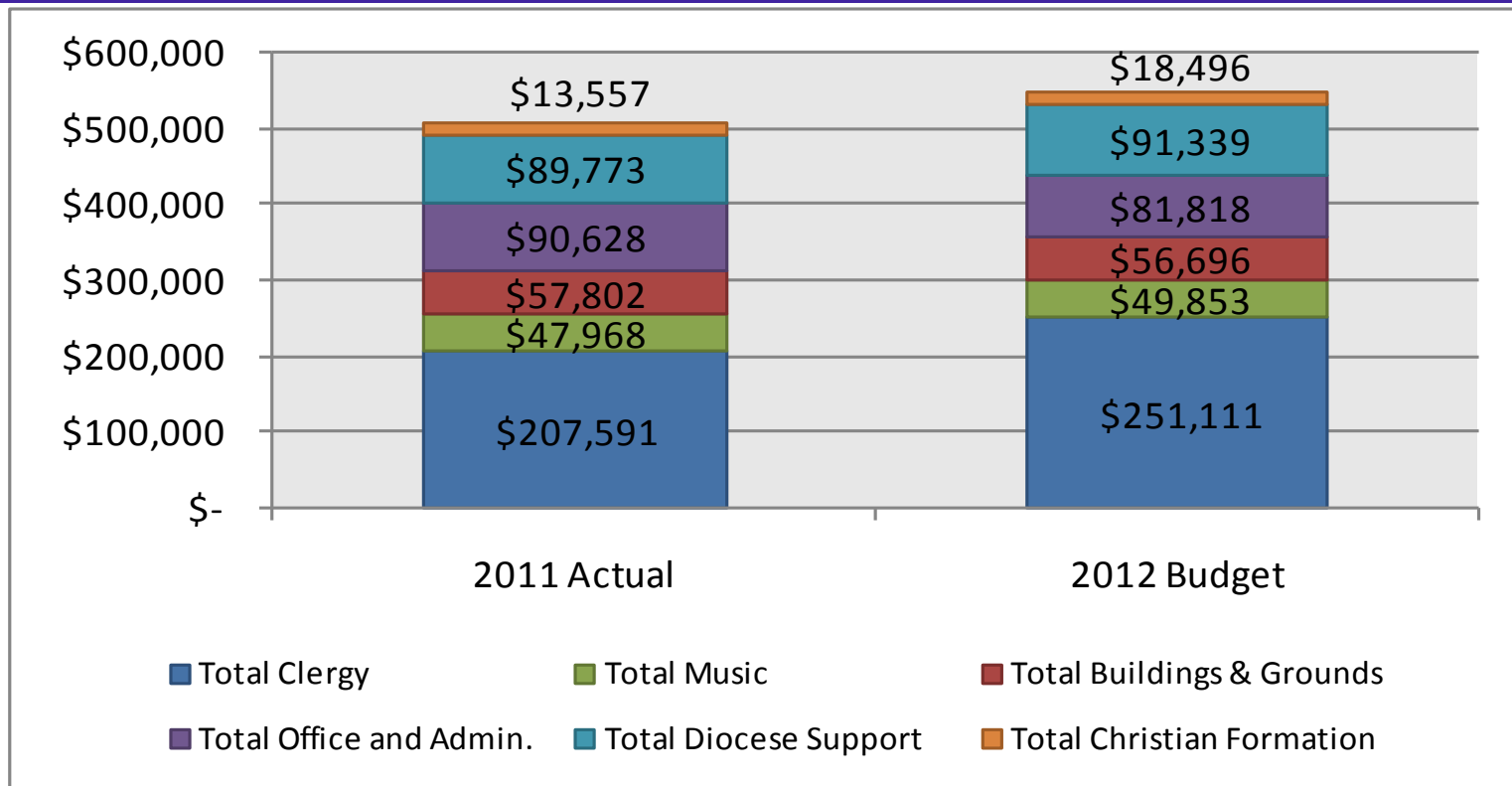
# Pledge History



	2006	2007	2008	2009	2010	2011	2012
# Pledges	223	253	214	207	201	235	182
Total	\$ 355,059	\$ 406,365	\$ 381,914	\$ 360,346	\$ 344,090	\$ 371,301	\$ 344,198
Average	\$ 1,592	\$ 1,606	\$ 1,785	\$ 1,741	\$ 1,712	\$ 1,738	\$ 1,891

CHRIST CHURCH, EXETER NH

# Operating Expense – 2011 Actual vs. 2012 Budget

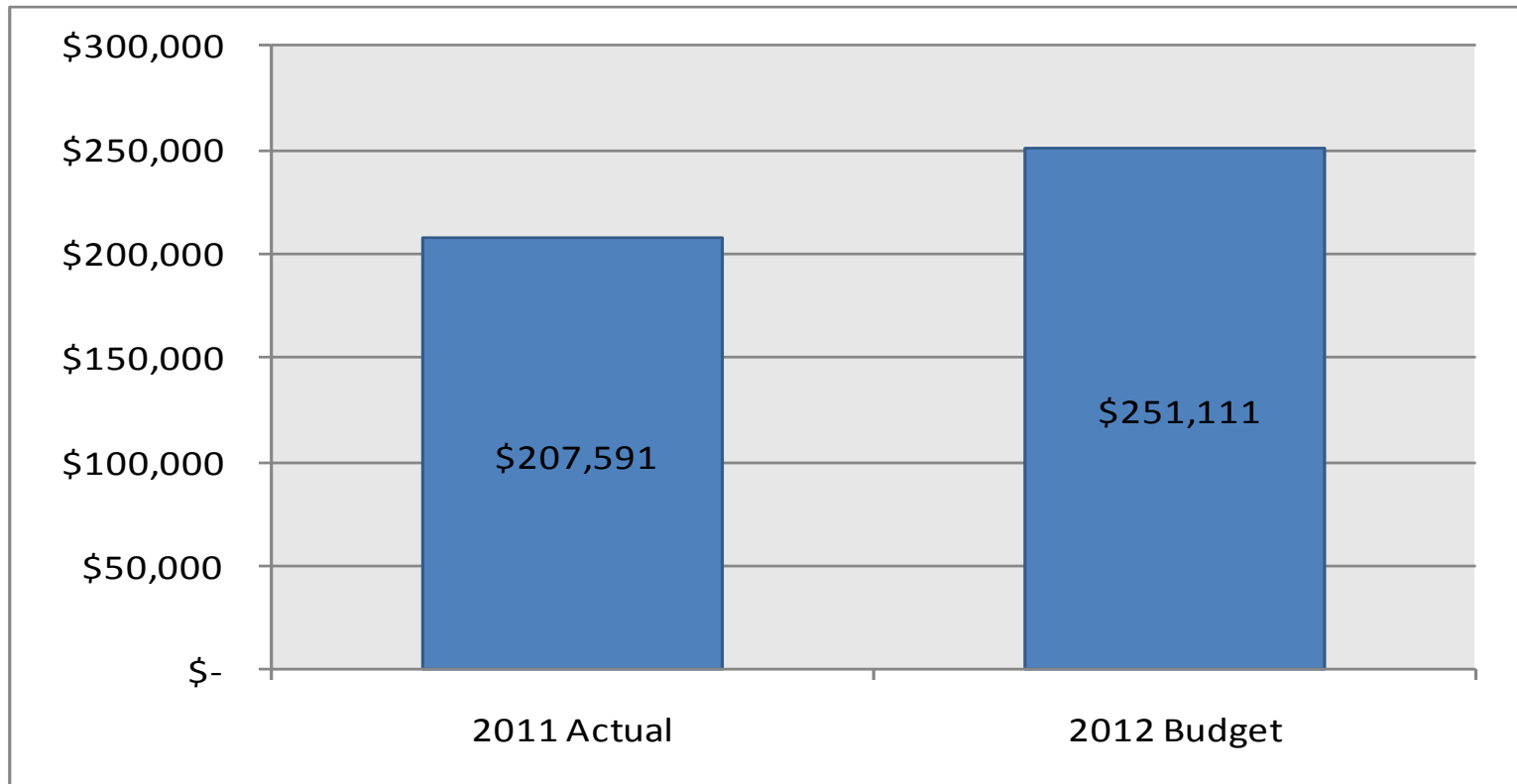


- Total Operating Expenses up \$42K, or 8%, from 2011
- Note: Outreach is \$0 in both years (treated as pass-through expense). See separate Outreach Ministries section of Annual Report. Outreach summary:
  - \$23K spent on Clergy Discretionary Funds, Feed my Lambs, IHN, Youth Mission Trip, etc.
  - \$90K spent on Diocesan Support, much of which helps support smaller parishes

CHRIST CHURCH, EXETER NH

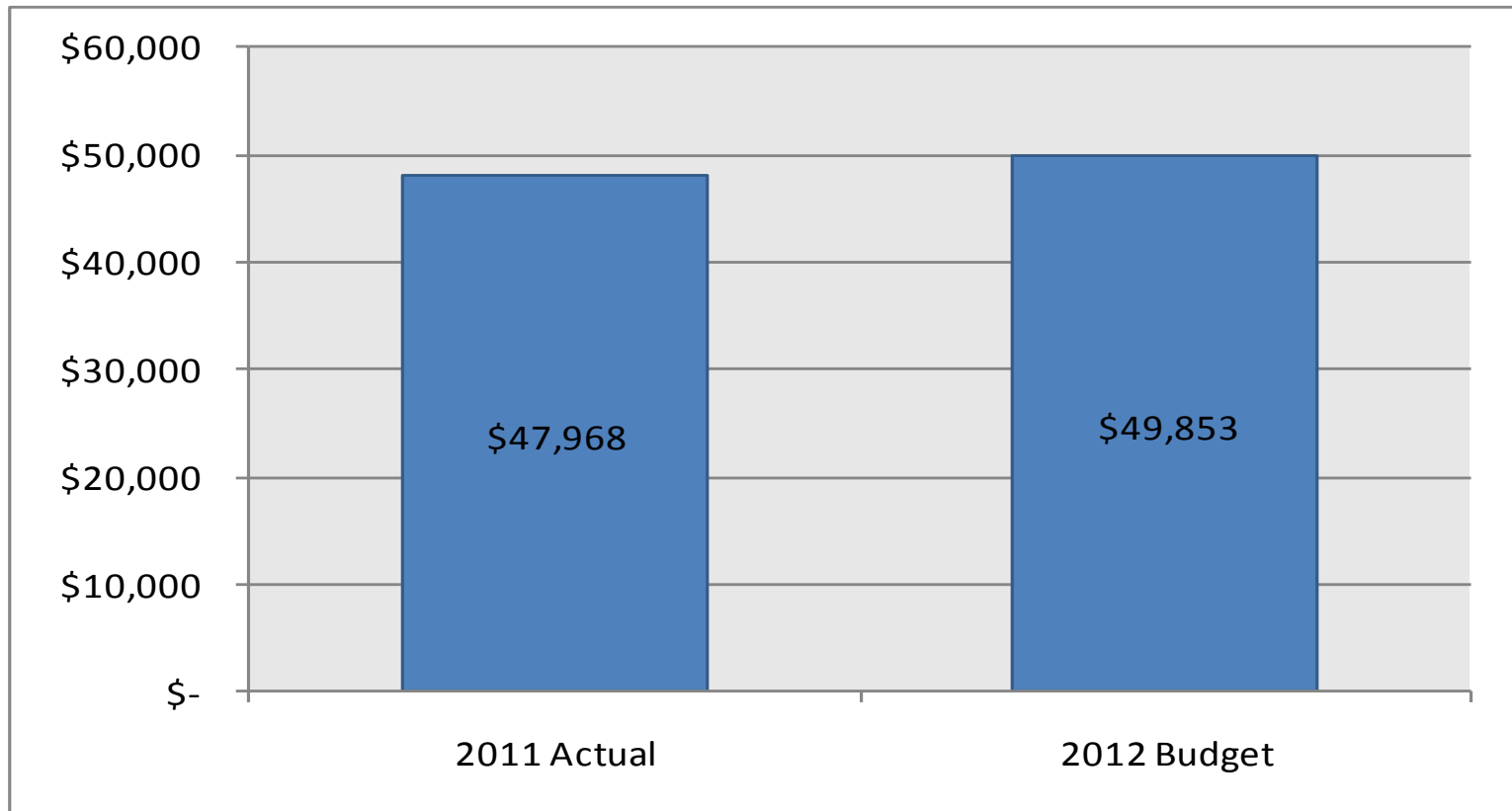
\* \$4K of Worship Support not shown in graph

# Clergy Expense – 2011 Actual vs. 2012 Budget



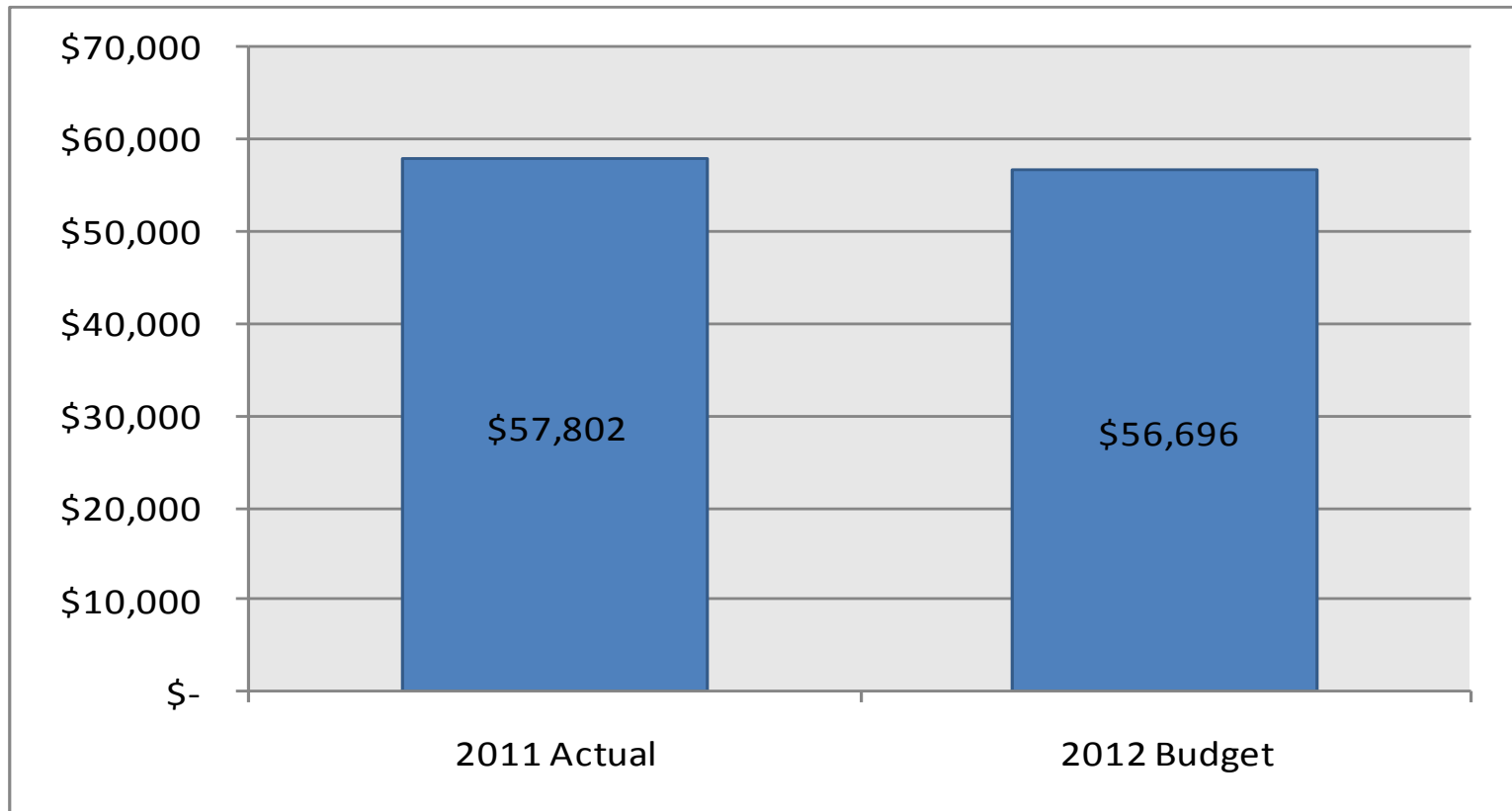
- Clergy Expenses up \$44K (21%) vs. 2011
  - \$41K of Rector search expenses and a \$5K increase in Associate Rector health insurance
  - Same clergy model as 2011: full-time Rector (Interim) and Associate Rector and one part time clergy
  - Diocesan compensation guidelines same as 2011, which are budgeted
  - Interim Rector costs slightly favorable compared to 2011 Rector costs

# Music Expense – 2011 Actual vs. 2012 Budget



- Music Expenses up \$2K (4%) vs. 2011
  - Additional expense for funding a part-time junior choir leader
  - Savings from combining part-time Organist and part-time Music Director positions
  - Note: 2012 music budget is \$4K less than the 2011 budget (primarily salaries)

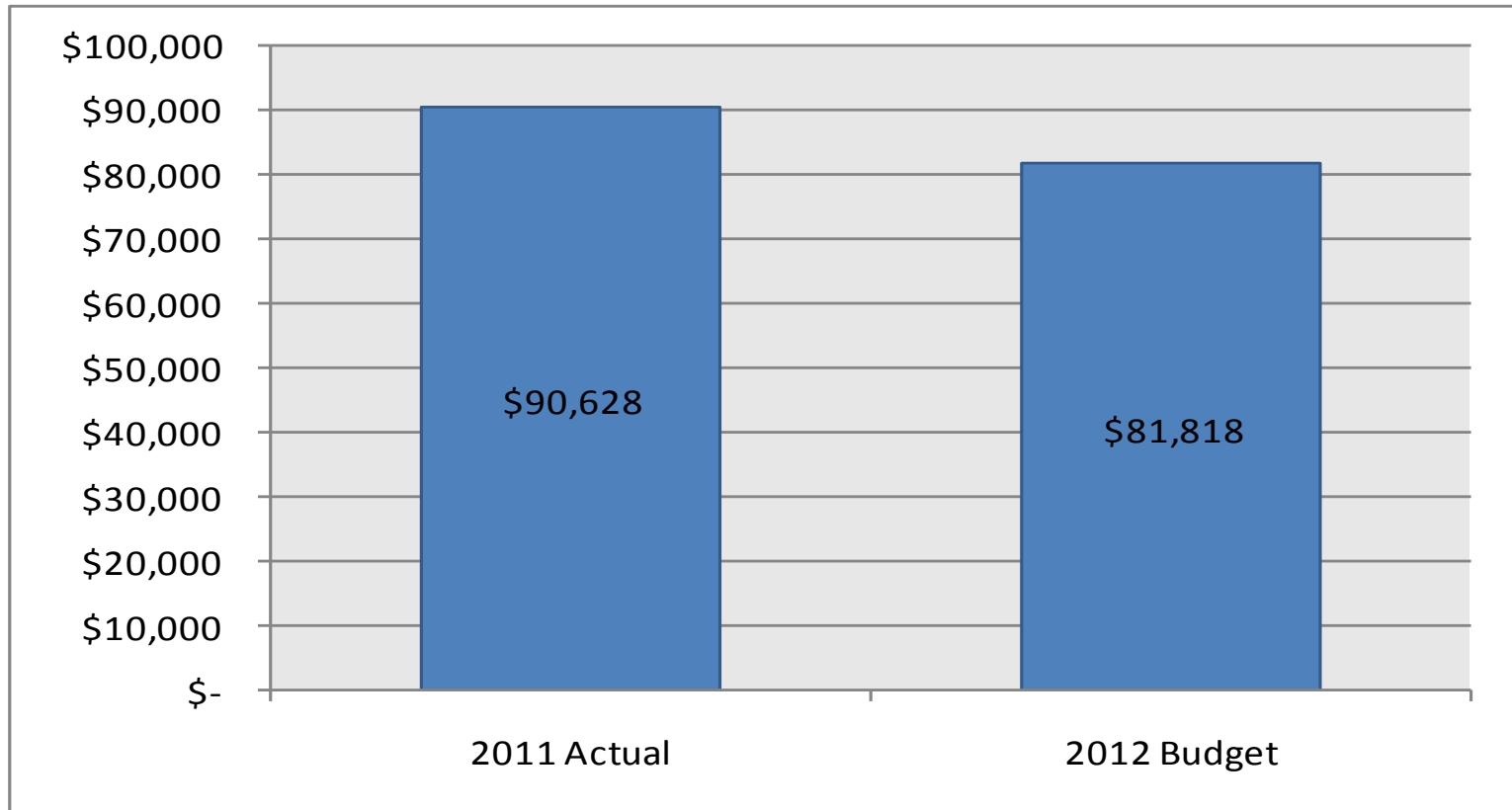
# Buildings & Grounds Expense – 2011 Actual vs. 2012 Budget



- B&G Expenses down \$1K (2%) vs. 2011
  - Decrease in plow truck repair expenses which were very high in 2011
  - Small increases in budgeted heat and electricity

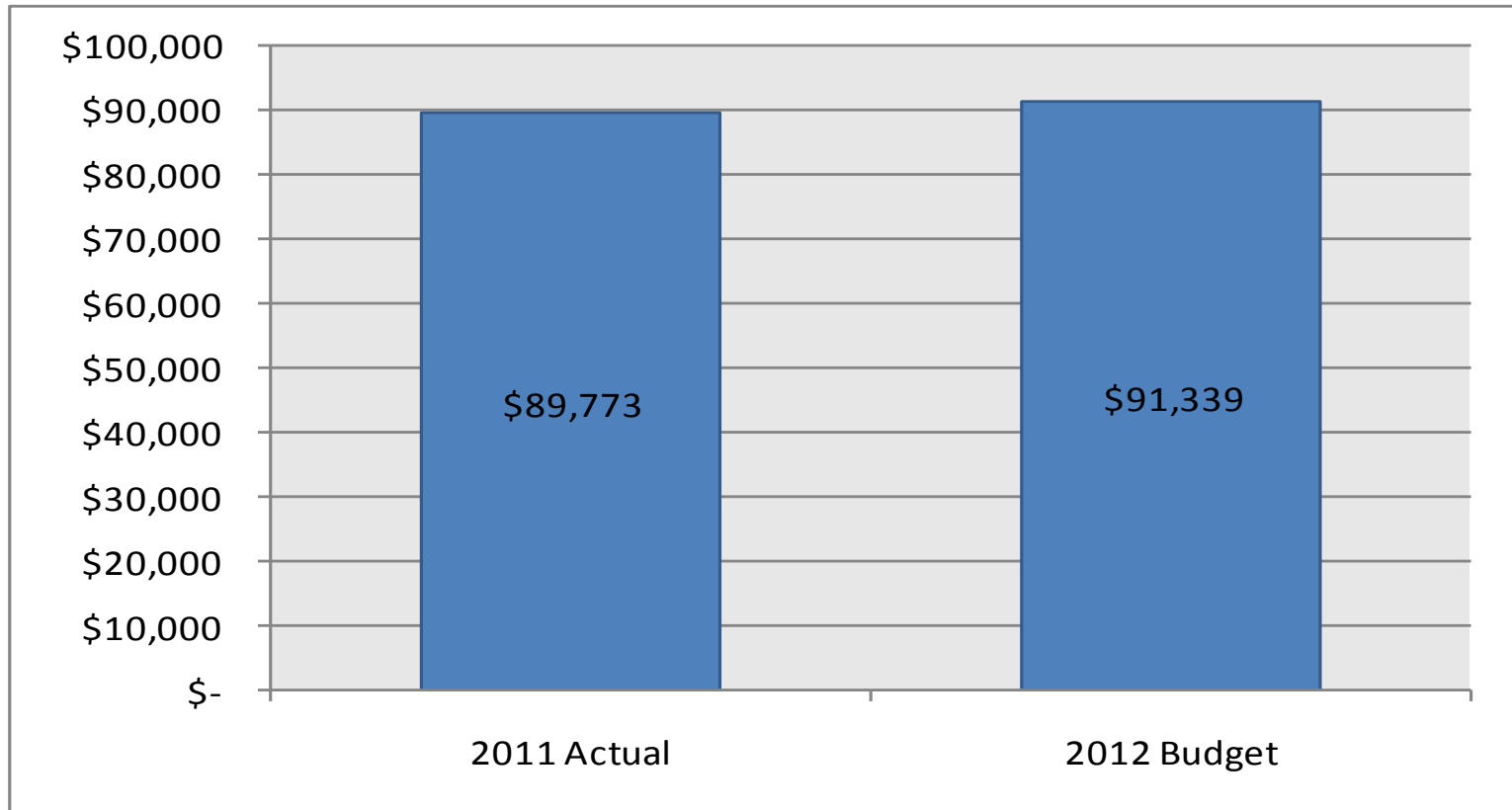


# Office & Admin Expense – 2011 Actual vs. 2012 Budget



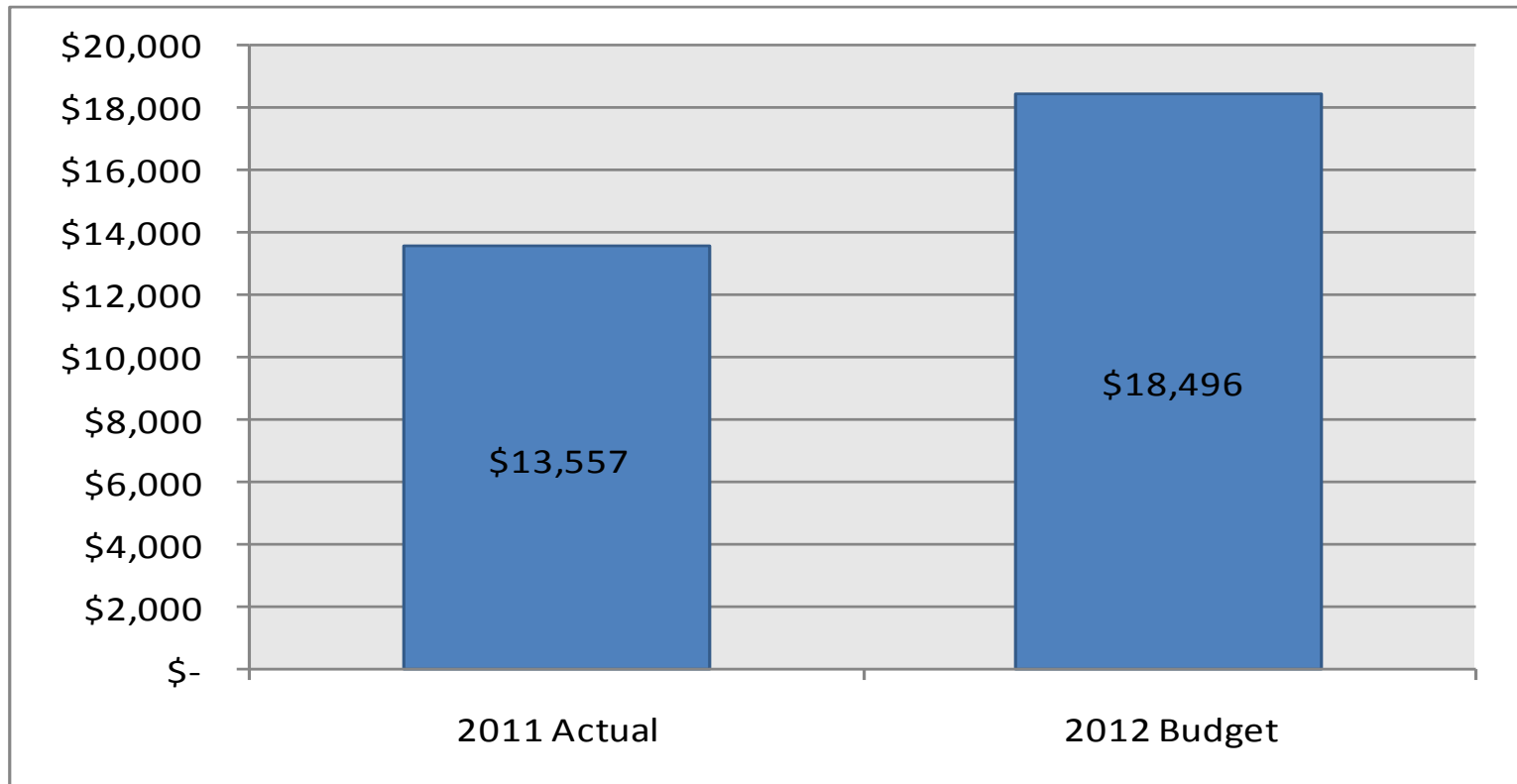
- Office & Admin Expenses down \$9K (10%) vs. 2011
  - \$10K reduction in auditing expenses (2011 was inflated: 2010 expenses flowed into 2011)
  - Slightly higher bookkeeping expenses
  - Lower computer supplies

# Diocesan Support Expense – 2011 Actual vs. 2012 Budget



- Diocesan Support up about \$2K (2%) vs. 2011
  - Fair Share is a formulaic amount dictated by our operating income (calculation uses lagging income)
  - Increase in operating income in 2011 relative to 2010 drives the increase

# Christian Formation Expense – 2011 Actual vs. 2012 Budget



- Christian Formation Expense up about \$5K (36%) from 2011 (note: only up \$1K, or 6%, vs. 2011 budget)
- Associate Rector is responsible for these activities in 2012. Curate's compensation is in clergy expenses
- Youth mission trip expenses and supplies increased vs. 2011 actuals. Far Under-spent supplies in 2011 and youth mission trip was accounted for "net" in 2011 actuals (rather than revenue and expenses used in the 2012 budget)

# Budget Conclusions

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## Positives:

- All ministries and programs continue
- Expenses are in line with Income, adjusted for 2010 surplus on Balance Sheet
- Paying Fair Share to Diocese
- Meeting Diocesan compensation guidelines
- Income: Pledges per unit up 9% vs. 2011
- Strong Balance Sheet: Cash and Endowments

## Negatives:

- Pledge count and total pledge dollars requiring church to utilize 2010 surplus to balance budget
- Kept other expenses at subsistence levels