

Christ Church Vestry Minutes

Tuesday, December 21, 2021, 5:00 PM

Attending: Harrison McLeod (Rector), Dena Benedict (Senior Warden), Nelson Arrington (Junior Warden), Milton Bates, Emily Davis, Betsy Elliott, Sam Erwin, Elizabeth Fletcher, Norma Givens, Bill Hardaway, Dexter Hagy, Kay Jenkins, Nancy Kennedy, Wade Kolb (Assistant Chancellor), Russ Miller (Secretary of the Vestry), Dan Seaman (Co-Treasurer), Reid Sherard, Penn Williams, Cecil Nelson (Chancellor), Cindy Poe, Michelle Brown (Clerk of the Vestry).

Absent: Julie Haas, Jordan Earle, Chris Klasing (Co-Treasurer), Paul Landis

The Rev. Dr. Harrison McLeod opened the meeting with prayer at 5:22 PM.

Rector's Report:

- Budget has already passed.
- Vestry Retreat will be January 14th and 15th, information will be coming out soon.
- Top priority is to start the new year out strong.
- Discussions are going on about summer activities.
- Thank you to the Vestry for all their help and direction.
- Welcome to the new Vestry Members, Dexter Hagy and Kay Jenkins who attended the meeting, Julie Haas and Paul Landis were unable to attend because of illness.
- Harrison is trying hard to get rid of masks, but it must be monitored for now.

Motion:

Nelson Arrington made a motion for Dexter Hagy and Kay Jenkins to have a voice in the Vestry Meetings. Elizabeth Fletcher second the motion.

All were in favor, and none were opposed. The motion carried

Senior Warden's Report:

Dena thanked the Vestry, especially those rolling off for their dedication this year. She also welcomed the new Vestry members.

Junior Warden's Report:

Nelson had nothing to report

Treasurer's Report: Dan Seaman

October operating results showed a deficit of \$167K, worse than budget by \$151K. Major factors were a shortfall in revenues and a catch-up on expenses budgeted but not taken earlier in the year. YTD the bottom line is a deficit of \$161K, better than budget by \$51K; but correcting for \$144K in late Endowment credits, the operating results would actually be better than budget by \$195K. With two months to go, it still appears that the year is on a path to close needing to take less than the budgeted \$136K from the deficit reserve.

October revenues fell \$57K (28%) short of budget, \$44K of which was in pledges; and YTD revenue is now \$39K under budget. An early look at November revenues indicates weakness,

raising concerns about the outlook for the year's total revenue. Pledge statements that normally serve as a reminder to parishioners and stimulate pledge payments were sent out in late November instead of October as usual, probably contributing to the current revenue shortfall. We will need a strong December to meet the year's revenue budget, but even a bit of a shortfall could still leave us with a better-than-budget bottom line at year-end.

October expenses (before credits) were over budget by \$52K due mostly to timing; but YTD expenses still remain well under budget – now by \$202K. Program expenses (i.e. non-salary/benefit costs) are underspent by 14% or \$182K. Much of the \$202K YTD underspend will still be underspent at the end of the year. ○ YTD Salary & Benefits are 1% underspent (\$20K); however, this underspent number will increase by \$25K as we catch up on Endowment payments to the church for services rendered to the Endowment.

○ Non-salary spending in the church operations areas (Buildings & Grounds, Support, Administration) was slightly over budget in October, but is \$114K (18%) below budget YTD. Lower electricity (weather and COVID), fewer maintenance issues, and lower contract grounds costs leave Buildings & Grounds \$70K underspent YTD. Lower insurance costs (\$11K), lower copier costs (\$9K), deferred audit fees (\$7K) and a variety of other administrative savings/underspends make up the rest of the YTD underspend.

○ Faith In Action, Worship, Pastoral Care, and Faith Development were collectively overspent by \$40K in October, but YTD are underspent by \$68K or 16% (\$17K, \$9K, \$14K, and \$28K respectively). Faith In Action catch-up of \$31K in expenses budgeted earlier in the year and payment of \$8K in basketball-related expenses together accounted for most of the \$40K overspend in the month.

Reserve, Endowment, and Other Credits were \$42K under budget in October and are \$112K under YTD. The delayed Endowment credits of \$119K have now been received and will show in the November results.

Milton Bates (Pastoral Care Finance Committee) presented:

Endowment draw of \$10,000 is needed to fund additional Resource Development work for endowment in 2022

Summary: **43%** of our 2021 Annual Gifts were from **332** members between the ages of **70-97** (representing **47%** of last year's Annual Giving campaign in dollars)
Average age is **79** and average annual gift size is **\$3763** (\$300 more than our average gift size)
265 of the **332** give **\$1000** or more annually

There is a tremendous amount of opportunity for the Vardry McBee Society VMS/Planned Giving as these members will be experiencing life transitions impacting their annual giving.

Amount designated for cultivating VMS/Planned gifts included in the Resource Development Budget:
2021- \$3,200 (\$1,861 Actual Spent YTD for the September VMS Mailer sent parish wide)
Lauren Sigmon planned for a VMS event but it was not held due to COVID-19.

New VMS Commitments Achieved in 2021 (from July-December)
7 VMS Commitments

Profile of new members:

6 of 7 are female

5 of 7 are current Annual Giving donors

2 of 7 still actively employed

At least 4 of 7 said they had been considering this for a long time (pre-pandemic or earlier)

All have attended Christ Church 20 or more years

Current Endowment Prospects:

1 with interest in VMS/Estate Gift

1 with interest in contributing now to an existing fund

Proposed Budget for Cultivating Endowment gifts 2022- **\$10,000**

\$8,200 with \$1,800 reserve

- a. **\$2000** On-campus VMS Spring Luncheon for existing members following church service (60 attendees @ \$30/pp, invitations, and postage expense)
- b. **\$2000** On-campus VMS Lunch n' Learn in summertime of 2022 for existing members and prospects (60 attendees @ \$30/pp, invitations, and postage expense)
- c. **\$1600** VMS Mailer Printing for 2000 households/**\$400** VMS Mailer Postage and Mailing Services
- d. **\$1000** Off-Campus Individual Donor Cultivation budget (20-30 individual meetings for lunch or coffee, averaging 2-3 per month)
- e. **\$1200** VMS Logo Gift item to give existing and new members

If we can achieve 7 new commitments spending \$1,861 in 2021, I would estimate that with an investment of \$8,200 we could achieve at least 3 times that many commitments in 2022. Granted, this is not a linear equation but there is a correlation between the time and resource investment and how many commitments can be achieved.

Motion: Milton Bates made a motion to request \$10,000 from the Endowment Corporation for Resource and Development Budget. Nelson Arrington seconded the motion.

Questions:

Q: Nancy Kennedy wanted to know who was being targeted for giving.

A: This is for anyone who would like to participate.

Q: Reid Sherard wanted to know if there is a level of commitment.

A: No levels of commitment. This would be to make people aware of Estate Planning.

Dan Seaman made the comment that this money does not come out of any one fund.

Harrison said the endowment has over \$20 million in it.

All were in favor. The motion passed.

Approval of Minutes:

Motion: Norma Givens made a motion to accept minutes for November 16th meeting. Emily Davis seconded the motion. All in favor. The motion was passed

New Business:

Motion: Nancy Kennedy made a motion to accept Betty Parker Ellis for Secretary. Betsy Elliot seconded the motion. All were in favor. The motion passed.

Dena Benedict talked about two openings for Convention Delegates. Christ Church has 8 Delegates and 4 Alternate Delegates. Filling two of the current openings will give us our max number of Delegates and Alternates. One current opening is to replace Wayne McDonald as an "At Large" Delegate and the other opening is for an Alternate Delegate. Both openings carry a term of 4 years.

Motion: Dena made a motion to elect Sharon Landis to serve a full 4-year term as an At Large Delegate and Josh Segars to serve a 4-year term as an Alternate Delegate. Milton Bates seconded the motion. All were in favor. The motion passed.

Other Business:

None

Committee/Team Repots

Reid Sherard - CCEP

Last Friday Preschool program was great.

Annual Giving for Preschool had a goal of \$50,000, but it is at \$80,000 with 90% participation.

Harrison closed with prayer.

The meeting adjourned at 5:53pm.