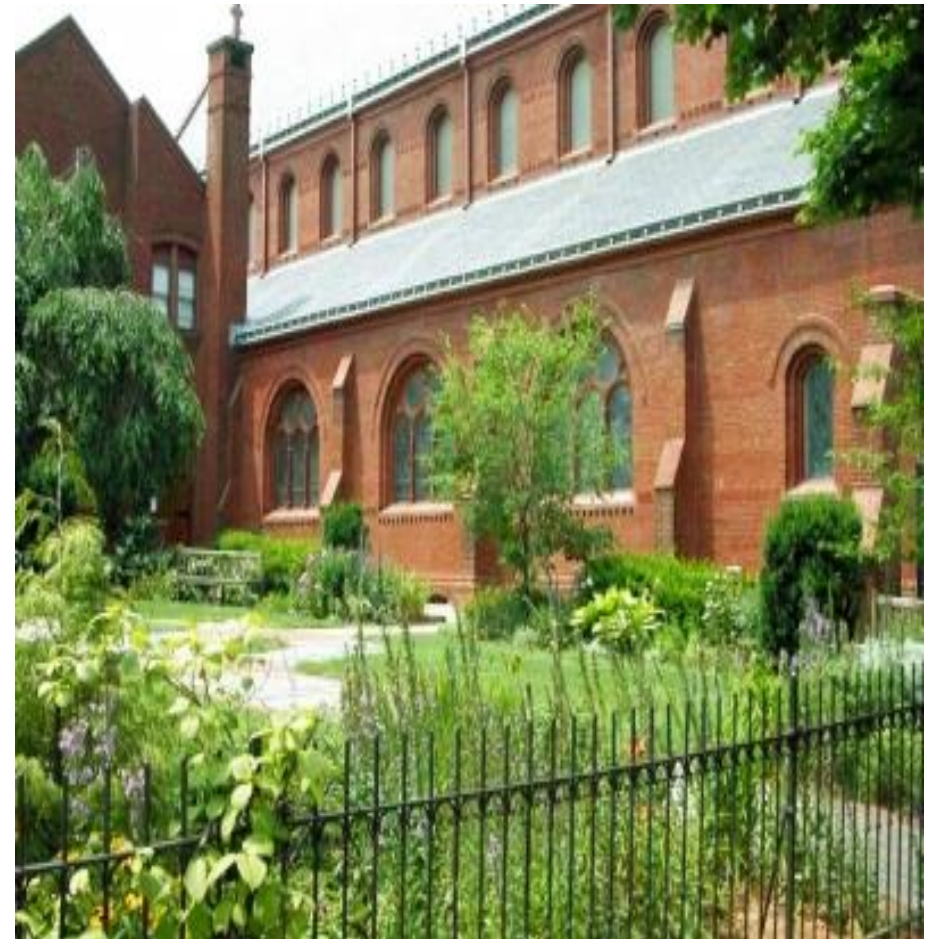


2019 Canvass

The Power of Gratitude: Loving, Serving and Giving

November, 2018



The Power of Gratitude: Loving, Giving, Serving



Scripture and tradition tell us that gratitude begins with our simple acknowledgment that all that we have and all we are, come as gifts from God.

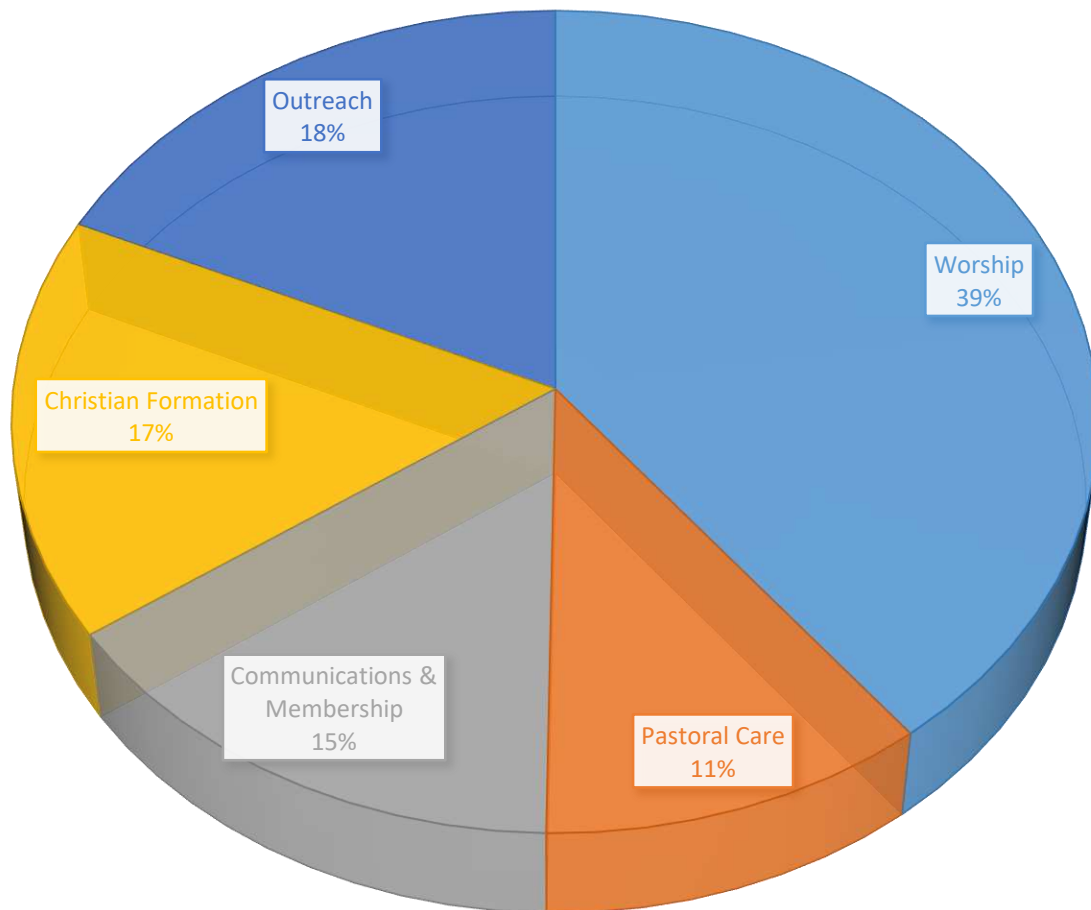
How do we live in that Gratitude? How do we make it manifest in the world?

- We experience the power of gratitude when we move through our lives humbly with thanksgiving
- Giving from our blessedness we are called to return a portion of those blessings.
We are bathed in a tradition of being givers, helping others along the way.
- We are called as people of faith, seekers and even skeptics to model being cheerful givers for those, (especially the children) around us.

What Good Does Our Operating Budget Do?



2019 Canvass:
Power of Gratitude



Worship: >200 Eucharists per year plus Children's chapel 4 Sundays/month with morning services, 1/month with 5:00 service

Pastoral Care: Clergy and staff focus on care of parishioners, including home visits.

Communications & Membership: Website, community outreach, invitation/integration of new people, develop membership database

Christian Formation: Sunday School, Adult Ed, Youth Groups and lock-ins

Outreach: Service trips, diocesan pledge, food ministry, gun control advocacy, support to multiple local charities



2019 Canvass:
Power of Gratitude

Overview of St. Mark's Finances

Canvass Summary: Last Three Years



YEAR	Pledge Units	Pledging Adults	Am't Pledged to Operating Budget*	New Pledges	Out-of-Town Pledgers	Lost Pledges**
2016	311	441	\$824,022	15	12	
2017	310	499	\$829,523	41	8	
2018	322	363	\$892,511	48	9	35

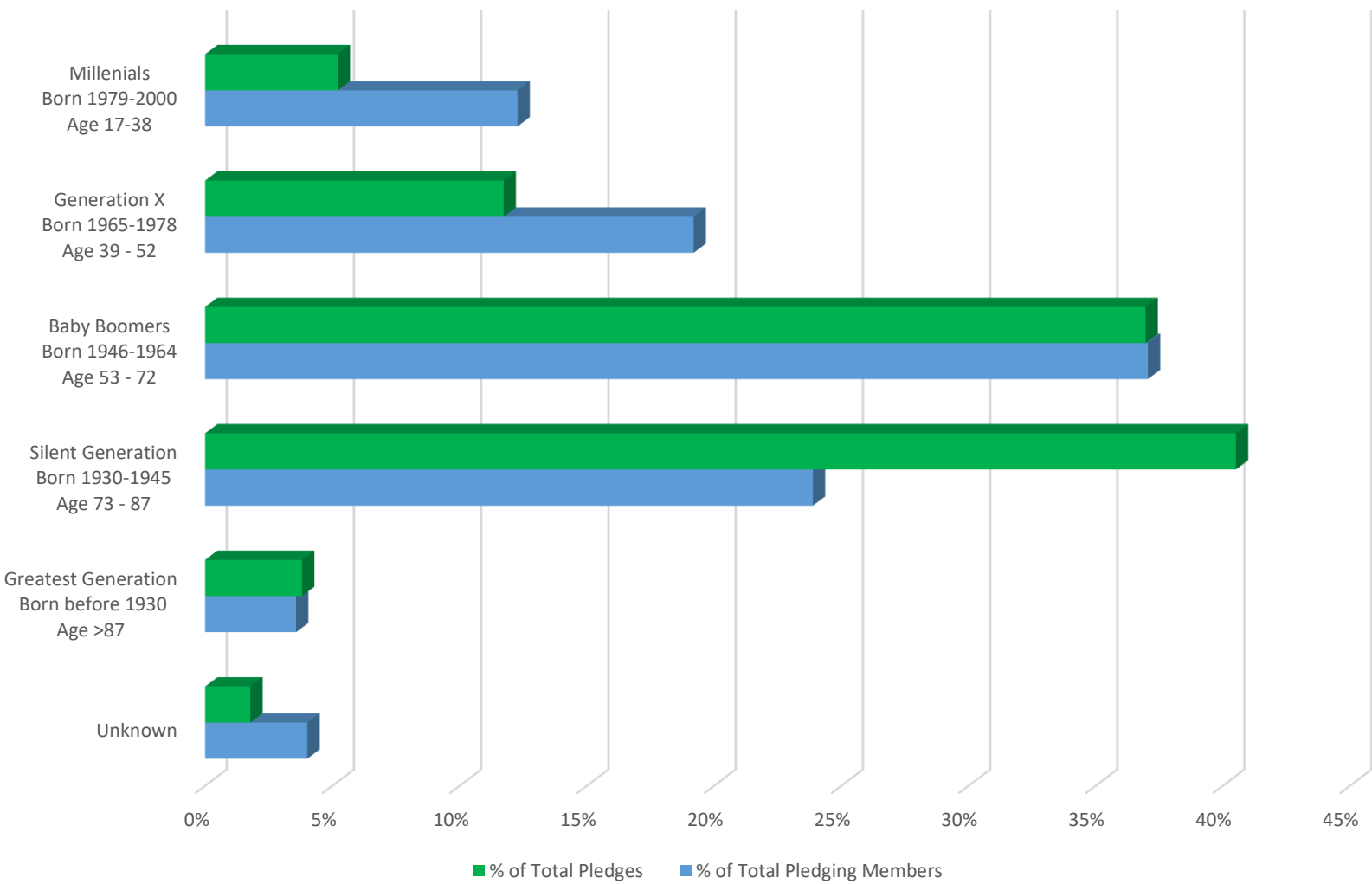
*Excludes EV2020. Data as reported to the Vestry September 2018

**For 2018, 5 moved away, 5 were already out of town, 4 transferred out, 1 died; we are reaching out to most of the rest.

Older Generations Give Proportionately More



2018: Membership and Pledging by Percentages



Typical -- But Not Sustainable.....

Budgeted Income in 2018

Church Budget	2018
Pledges	\$ 850,820
Special Offerings/Plate/Fees/Interest	118,052
Parish Organizations (Players/Yoga/Dance Studio)	9,200
Outside Organizations (Space rentals)	65,000
TOTAL	\$ 1,043,072

Excludes Extended Vision. Includes \$175,000 of 2018 pledge income received in 2017.

Budgeted Expenses in 2018



Category	Content	Preliminary Budget
Payroll & Related	Staff salaries, taxes, insurance	\$ 520,013
Parish Programs	Worship, music, education, youth	75,545
Outside Ministry	Diocesan pledge and VT Seminary	55,600
Outside Ministry	Outreach	36,252
Administration	Office expenses, postage, phones, equipment, etc.	53,675
Property	Maintenance, repairs, utilities, property insurance, mortgage	291,260
TOTAL		\$ 1,032,345

Challenges for 2019



2019 Canvass:
Power of Gratitude

- Payroll:
 - A full year of Asst Rector's salary vs. half
 - Cost of living adjustments for staff
 - DC increase in minimum wage impacts nursery workers
 - Clergy and staff insurance rates/coverage increasing
- Property:
 - Expanded use of building drives more repairs
 - Liability insurance rate increase
 - Maintenance contract annual increase

2019 Budget will be presented to the Vestry in December, finalized in January.

What are we doing? Saving/Earning



- Rental income: 12 months from Oct 17 to Sept 18 was \$89,500.
- Solar credits forecast to bring in \$5,500 this year
- Gen'l Maintenance / support of special events / cleaning supplies: saving ~\$5,000 per year starting 2016
- Trash collection / recycling: saving \$2,000 per year starting 2015
- Volunteer Time / Donations from Parishioners
 - Answering Angels
 - Computer/Security support
 - Oversight of website design / maintenance / updates
 - Bringing food for hospitality
 - Garden maintenance

What are we doing? Increasing the Base

- Implemented a process for speedy responses to newcomer forms
- Sermon series: After Christmas and Easter
- Barracks Row Festival
- Ads in Hill Rag
- How are we doing?
 - Formally received 4 new members at the Cathedral
 - Baptisms so far in 2018: 12
 - 48 new pledge units in 2018 -- and 4 more since we started 2019 Canvass earlier this month



What are we doing? Campaign to Pay Down the Mortgage



- Current mortgage balance is \$1.1M; payments run \$74k/year
- Extended Vision 2020 Campaign will:
 - Significantly pay down the mortgage
 - Restoration to the exterior of the building
 - HVAC improvements, install a state-of-the-art sound system
 - Make a noticeable gift to a vital outreach partner beyond our walls.



2019 Canvass:
Power of Gratitude

Canvass Process

Deciding How Much to Pledge?



2019 Canvass:
Power of Gratitude

Determining your gift is a personal decision, and every gift is a sign of generosity.

People sometimes ask for information to help the calculation.

- Average cost per seat in the nave = \$3,650
- Average pledge in 2018 = \$2,800
- Cost per child in Sunday School = \$400 (in addition to cost per seat in nave)
- Proportional giving table:

Annual Income	Pledge Amount				
	2%	4%	6%	8%	10%
\$30,000	600	1,200	1,800	2,400	3,000
\$40,000	800	1,600	2,400	3,200	4,000
\$50,000	1,000	2,000	3,000	4,000	5,000
\$60,000	1,200	2,400	3,600	4,800	6,000
\$70,000	1,400	2,800	4,200	5,600	7,000
\$80,000	1,600	3,200	4,800	6,400	8,000
\$90,000	1,800	3,600	5,400	7,200	9,000
\$100,000	2,000	4,000	6,000	8,000	10,000
\$110,000	2,200	4,400	6,600	8,800	11,000
\$120,000	2,400	4,800	7,200	9,600	12,000
\$130,000	2,600	5,200	7,800	10,400	13,000
\$140,000	2,800	5,600	8,400	11,200	14,000
\$150,000	3,000	6,000	9,000	12,000	15,000
\$175,000	3,500	7,000	10,500	14,000	17,500
\$200,000	4,000	8,000	12,000	16,000	20,000

Canvass Steps



- Go to stmarks.net/donate for everything you need
 - Paper pledge
 - Download
 - Fill it out, then:
 - Place in Offertory plate
 - Mail it
 - Place in office dropbox
 - Pledge online
- Paper pledge forms are also in the tract racks
- Come celebrate on December 9th and place a card in the Offertory plate or 5:00 basket, saying:
 - I already pledged online
 - I already submitted a pledge form
 - Here it is!

The Many Ways to Pay



- See stmarks.net/donate for forms
- Payroll Deductions: arranged with your employer, just notify St. Mark's
- Automatic Bank Transfers: executed monthly by St. Mark's; low fee
- Credit/debit card deductions through Realm, our new database software
- Check deposited in plate or mailed
- Cash deposit in plate (envelope needed to get proper credit)
- Stock/mutual fund donation
- Direct transfers from IRAs for those who must make required minimum distributions (RMDs) – transfers are tax-free.
- Use QR codes and giving via text

Technical Questions? Call or email Patricia Braley (patricia@stmarks.net)