

Pathfinder Church

Board of Directors

Monthly Meeting

April 23, 2024

Pathfinder Church
Board of Directors Meeting
April 23, 2024

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Closed Business.....Appendix A



Board of Directors
Tuesday, April 23, 2024

This will be a virtual meeting at 7:00 p.m. via Microsoft Teams.

Opening & Agenda - 7:00 p.m. – 7:10 p.m.

- Opening Devotion – Craig McArton
- Approval of March BOD Meeting – Adam Bichsel

General Business – 7:10 p.m. – 8:00 p.m.

- March Financial Review – Matt Hewitt
- FY25 Ministry Fund Income Review – Matt Hewitt & Finance Committee
- Path Forward Commitment/Funding Update – Dion Garrett & Matt Hewitt
- Senior Pastor Report Discussion – Dion Garrett
- Additional OKR Board Report Discussion (if needed) – Adam Bichsel

Closing Prayer & Adjourn 8:00 p.m.

- Closing Prayer – Becky Greer

Next Meeting: Tuesday May 14, 2024, 7pm in-person in the Imagineering Room.

March Pathfinder Board of Directors Meeting

March 19, 2023, 7:00 PM

Virtual Board Meeting

Board of Directors Attendees: Matthew Hewitt, Annmarie Wallis, Becky Greer, Jennifer Albritton, Dion Garrett, Adam Bichsel, and Beth Rusert

Excused: Craig McArton, Matthew Finke, Damola Oshin, and Eduardo Ramos

Guests: Bob Ingle, Mike Frith, and Bruce Litzsinger

Adam Bichsel began the meeting at 7:01 p.m. Beth Rusert gave an opening devotion on some of the messages that she's been revisiting including those on peace, faith in uncertainty, and mindfulness.

Adam Bichsel reviewed the January 2023 Board Meeting minutes. Beth Rusert made a motion to approve the minutes as is. Becky Greer seconded the motion. A voice vote was held on the motion and all members present voted affirmative.

Matt Hewitt reviewed the current fiscal year forecast. The Ministry Fund ended with a \$45K surplus balance, which was \$128K favorable to the budgeted deficit for the month. The FYTD deficit of \$95K was \$79K unfavorable to the budgeted deficit.

- Giving in the current month was favorable to budget by \$86K. FYTD giving is \$263K unfavorable to budget.
- Monthly expenses were favorable to budgeted expenses by \$26K. FYTD expenses are \$170K favorable to budget.

The Ministry Fund budgeted an annual deficit of (\$332,747) and FYTD net results are forecasted to be (\$301,909), which is \$31K favorable to the budgeted deficit. The forecast includes anticipated certain and discretionary delayed spending. The forecasted results are based on actual results July through February and forecasted results March through June.

The School Fund ended the month with a deficit of \$50K, which was unfavorable by \$36K to the budget.

- Monthly income was \$9K unfavorable to budgeted income. FYTD income is \$87K unfavorable to budget.
- Monthly expenses were \$27K unfavorable to budget. FYTD expenses are \$108K favorable to budget.

The School Fund budgeted an annual deficit of (\$6,520) and FYTD net results are forecasted to be \$7,653 which is \$14K favorable to the budgeted deficit and factors in certain and discretionary delayed spending. The forecast is based on actual results July through February and forecasted results for March through June.

Dion Garrett gave a senior pastor report especially calling out how worship attendance in the past 8 weeks have been back to pre-pandemic levels. This has been encouraging to see week after week and we pray will also lead to some increased generosity down the road. For Path Forward, the team is trying to get to 500 commitments prior to Holy Week and are currently about 70 households away from the goal. Getting Level 1 funded is a priority.

For a staffing update, Dion reviewed the new Head of School that was selected and announced – Dr. Jessica Bergtholdt. There is a lot of excitement around her appointment with an official start day in

July. She will be able to provide an additional layer of support for the entire school. With this positive news, everyone is focused on finishing the year strong. On top of that, the HR Director position is also open to help alleviate some of the work being currently done by Pathfinder leadership. They also will help in the member advocate role which is critical work that has made great progress under Susan Bentzinger. Janice Schultz has also announced her retirement in April. As they celebrate her tenure at Pathfinder, they are also beginning to interview for her replacement.

A quick discussion around OKRs was addressed before turning to the Board of Elders report which included a review of the importance of grace to all and how God calls us to love others. Mike Frith's term is ending and he is seeking re-election with the full support of the Board of Elders. Dion Garrett moved to appoint Mike Frith to an additional 2-year term to the Board of Elders. Adam Bichsel seconded the motion. A voice vote was held on the motion and all members present voted affirmative.

There were many sentiments brought forth to applaud the Pathfinder team members for their great work and dedication to the mission. Especially in the buildup to Easter, there is a lot of additional planning needed, and they have done a tremendous job.

A closing prayer was given by Bob Ingle. The meeting ended at 8:13 p.m.

Respectfully submitted,
Annmarie Wallis
Secretary

Pathfinder OKRs

April 2024

Objective #1: Grow Audience Base

KR1: Average In-Person Worship Attendance Increased 15%

Summary

- Excluding the Easter attendance bump, at the end of March, the average in person worship attendance remained stable at 13.6% over 2023. Year to date, we're seeing an average of 134 more people per weekend. [WKND]

Action Highlights

- Lenten mid-week services were held every Wednesday from 2/14 - 3/20. This year's theme involved interactive elements from the Holy Week Experience, planned by Julie Lorenz. [WKND]
- Good Friday and Easter Worship were held 3/29-31. Services were amazing, in large part due to the leadership of Jonathan and Brendan, AND attendance was 3,128 (20% higher than 2023)! [WKND]
- Easter Eggstravaganza (3/30) drew a huge crowd from the community. The Kids Min team (led by Lisa, Tiffany) put on an outstanding event! 10,000 eggs were given away at 10 per child, with approximately 1,000 children being served (plus their families). Four families at Easter Worship said their first experience with Pathfinder was from Eggstravaganza. [WKND]
- Commit (Confirmation) for 2024 has kicked off, with 50+ students expected to regularly attend CORE and Worship – which will have an ongoing positive impact on attendance. [WKND]
- The Growing Deeper Action Team continues to meet between services and last month added two new members. This team encourages worship attendance as the conversation is built around the most recent Sunday message. This team hopes to continue meeting and growing in future Action Team seasons. [ENG]

Challenges

- Weekend Ministry Team has some important positions open:
 - Assistant Director of Student Ministry & Worship (full-time);
 - Kids Min Early Childhood Coordinator (part-time).

Looking Ahead

- In April/May we are hosting both the Marquette and Lafayette Baccalaureate services. [WKND]
- We Love STL is planned for the weekend 5/18-19. [WKND]
- Action Team Co-Directors continue to look for scheduling Action Teams around and after the weekend services to encourage worship attendance. [ENG]

KR2: Increase Number of “New Users” to Pathfinder’s Website to 69,000 and St. John School’s Website to 15,000

Summary

- In March we saw 7,161 new users on our site. Making our new user total (Jan-Mar): 19,041. [BM&C]

- While this month saw more new users (most likely due to Easter web traffic), we'll see if the numbers keep trending that direction in order to hit our goal. [BM&C]
- School New Users: 1,858. Making our Jan-Mar total: 4,948 [BM&C]

Action Highlights

- Action Team leaders were given verbiage to encourage their teams to attend the Afternoon of Music & Poetry Pop-Up in addition to other Pop-Up opportunities, which included links to Pathfinder's website. [ENG]
- At our recent Afternoon of Music & Poetry Pop-Up, we ensured that our website's QR code was prominent for those attending from outside of our community. [ENG]
- Registration for Summer Blast is online only via the website. [WKND]

Challenges

- While we can push more traffic to our website to make more progress on this goal, we want the new users to have meaningful interactions with Pathfinder Church, not just traffic for traffic's sake. [BM&C]

Looking Ahead

- We will have signage with our website's QR code for our 4th of July event to entice our community to learn more about Pathfinder. [ENG]
- Three planned Summer Action Teams (two for families with children that will meet in community parks and another for parents and kids with a national movement following) are in the works. These will have specific opportunities to market in social media spaces that could appeal to the wider community outside of Pathfinder. [ENG]

KR3: Increase St. John School Enrollment for 2024-2025 School Year to 181

Summary

- Enrollment K-8 should hover between 170-180 again for next school year. EC enrollment should come in about 157. While a few families are leaving due to various reasons, many are excited for the new era with Dr. Bergtholdt as the new Head of School. [STJ]

Action Highlights

- We have conducted over 15 tours in the last month of a variety of K-7 students. Several of those tours have already turned into enrollments and we have 3 more tours scheduled for next week! [STJ]
- We are in the process of target marketing for kindergarten students! [STJ]
- A current parent and teacher are piloting a scholarship to recruit one or more middle school girls (currently there is only one girl in the incoming 7th grade class). [STJ]

Challenges

- We continue to need more Kindergarten students to better balance our class size. Currently, we are sitting at 24. We also need to continue to enroll in more female students in our middle school (5-8). [STJ]
- We saw several families from our EC2 program enroll at Holy Infant. Holy Infant does not offer a 2-year-old class option. So, while this may have been expected, as Holy Infant was the home congregation for these families, it still sets back our overall enrollment target. [STJ]

- A few of our tours are with families whose students have IEPs and/or behavioral problems, and the parents are hoping St. John’s personalized learning approach will help their students, but unfortunately, we’re not staffed appropriately to help all these students with IEPs. [STJ]

Looking Ahead

- We have additional tours and visits set up. We also would like to host a Christian School High School night in the Fall for our Lutheran and Christian Schools. [STJ]

Objective #2: Increase Engagement of Current Attenders

KR1: Total of 75 Enrolled Participants in “Explore Pathfinder”

Summary

- Through April, we have 24 people who have attended Explore Pathfinder this year, putting us at 32% of our goal. [ENG]

Action Highlights

- We sent an invitation to our Action Team leaders to attend Explore Pathfinder, knowing that they have quite a reach with the number of participants they interact with through weekly Action Teams each. We hope that their experiencing what we share about our church and how we promote Action Teams and community will encourage them to remind their teams of not just Explore Pathfinder orientations but also the other ways that they can get connected. [ENG]

Challenges

- Our attendance at Explore Pathfinder has been up and down. More word-of-mouth advertising and personal invites are needed by our team, and we are working on a strategy for this. [ENG]

Looking Ahead

- To help bring people to Explore Pathfinder, we have added an evening option on April 30 with the thought that Sunday participation may be difficult for some people. We will decide if this is an option we should offer more frequently. [ENG]

KR2: Increase Unique Action Teams Participants by 5% to 611

Summary

- Our total unique Action Team participant count for this season is currently 477. Our goal through June of 611 should be reachable once our Summer Action Teams launch and those headcounts are added. [ENG]

Action Highlights

- After our second Hiking Team filled up and gathered a waitlist, we recruited leaders to make a third team and filled that. Hiking Teams just started their hikes in April. [ENG]
- At least six Action Teams decided to extend their meetings due to the desire of the team to do so. [ENG]
- In March, we added 3 Action Teams, each with new Action Team leaders. While only one of those teams were able to launch (due to low enrollment), it marked brand new volunteering for the two leaders who weren’t able to go forward. Both are open to leading in the future. [ENG]

Challenges

- The Chosen: Season 4 Action Team was unable to launch due to the series not being released due to legal proceedings. This team had 19 participants. [ENG]
- The Parents of Addicted Loved Ones Action Team has community participants who have requested to keep their names private. The leaders report that this includes 2-3 attendees. [ENG]

Looking Ahead

- Summer Action Teams are being formed with new Action Team leaders and more family-centered teams. We anticipate this bringing in new participants. [ENG]

KR3: Total of 350 Participating in a Pop-Up

Summary

- At the end of March, we had a total of 192 participants in Pop-Ups year-to-date, which is 55% of our goal. We have several Pop-Ups planned through June and are confident we will reach our goal of 350. [ENG]

Action Highlights

- In April, we added a slide to Explore Pathfinder that shares upcoming Pop-Ups and Events. It was exciting to be able to share seven different opportunities for people to connect between mid-April and mid-May. [ENG]
- There was a self-defense class for women that attracted a broad range of ages (18 – 70yrs). It was so well received that the ladies are going to schedule a follow-up class in the summer. [ENG]
- 75 people (not counted in March metrics) attended An Afternoon of Music and Poetry Pop-Up, bringing in community members that are not attendees but who had found us through the marketing we did to encourage people in our community to come. [ENG]

Looking Ahead

- We are working with Marketing on ways to better promote our Pop-Ups. Examples are signage or monitors that share not just our website's QR code but also several upcoming Pop-Ups and Events that will entice the reader to learn more. [ENG]
- Student Ministry is working on a plan for Summit students to host Pop-Ups for other students in the future. [ENG]

KR4: Increase Number of People Volunteering on a Recurring Basis to 300

Summary

- In March we had 273 unique volunteers who served on Weekend teams. We had 471 unique volunteers active on our rosters. [WKND]

Action Highlights

- There are new middle schoolers joining the volunteer Kids Min team each week to meet the requirement for Commit. [WKND]

- Since Palm Sunday, we have been more regularly having 5 cameras in operation on Sundays. We had 9 Tech volunteers serving on Easter, and plan to keep that number moving forward. This has been made possible by continual recruitment, investment, and retention of team members. [WKND]

Challenges

- Kids Min attendance numbers are back to pre-COVID, but we have 50 volunteers less than pre-COVID. We have plenty of student volunteers; we need more adults. [WKND]

Looking Ahead

- A Volunteer MVP / Spotlight will be created to celebrate volunteers and volunteerism. [WKND]
- Our Volunteer Pipeline Team will be exploring the best way to connect all incoming 6th graders to a volunteer opportunity. We believe it is healthy for students to begin serving on a regular basis in 6th grade. [WKND]

Objective #3: Secure Funding for Path Forward Ministry Plan

KR1: Acquire 100 New Donors

Summary

- In March, we had 18 new donors, which brings our total up to 34 new donors in 2024. This goal is at-risk. [FINOPS]

Action Highlights

- In Explore Pathfinder, we have been sharing the Path Forward Ministry Plan with participants as appropriate. We also share with them the various ways to financially support Pathfinder through one's personal "generosity journey." [ENG]

Challenges

- Ultimately, it's God that prompts people to take a first step on the generosity journey. All we can do is make giving as easy as possible once someone decides to start giving. [FINOPS]

Looking Ahead

- With fulfilling Level 1 a significant possibility with our increased giving the last few months, we may be able to activate new project-based givers when we start to pursue the projects in Levels 2 & 3. [FINOPS]

KR2: Increase Average Number of Unique Giving Units per Month to 650

Summary

- Fiscal year to date we have an average of 646 giving units per month. This is 7 more giving units on average than the same period last fiscal year. [FINOPS]

Action Highlights

- We sent Q1 giving statements on April 15 to all givers January – March 2024. These giving statements help serve as a reminder and celebration of what God does with our generosity. [FINOPS]

Challenges

- While we could potentially be close to breaking even again this fiscal year, a concerted break-even giving push may not be as successful for a second year in a row. [FINOPS]

Looking Ahead

- We're anticipating that with sustained higher attendance, attendance is back to 2019 levels, that we'll continue to see more people take a step on the generosity journey [FINOPS]
- As we're getting close to the end of the fiscal year, there is a possibility that we could break even again. If we did another "help us break even" push that may activate more givers. [FINOPS]

KR3: Receive 500 Total Commitments to the Path Forward Ministry Plan

Summary

- As of this week we have 475 commitments to the Path Forward ministry plan. While a few more commitments may trickle in over time, we're done with the big commitment push, which means this goal was missed. [FINOPS]

Action Highlights

- Giving Talks in worship have been very intentional about encouraging support for Path Forward using a number of different approaches. We have a giving talk team (Matt Hewitt, Julie Lorenz, AJ Mastic) that plans those moments. [WKND]
- On Palm Sunday weekend, Pastor Dion led the giving talk moment and created space for people to make their commitment. We saw commitments jump after this weekend. [FINOPS]

Challenges

- There are some families who have responded informing our team that they will not commit but will continue giving at their same level. [FINOPS]

Looking Ahead

- With revised cost estimates for all three levels, Levels 2 & 3 are closer than previously anticipated, which may help activate project-based givers who didn't want to make a commitment to support the general ministry fund but want to see spaces refreshed.

KR4: Achieve Budgeted St. John School Annual Fund Support of \$60,000

Summary

- At the end of March, the annual fund had \$19,932.36, which is a (\$29,395.64) unfavorable variance to where we had budgeted for the fiscal year. This goal is off-track. [FINOPS] [STJ]

Action Highlights

- On March 15 we revisited our communication plan to Annual Fund donors. This plan now includes 5 additional touch points through the remainder of the fiscal year, the first of which came around Easter. [FINOPS]

- In May the school administration team will be sending a physical mail appeal to everyone in our database. It will include a student success story highlighting how the personalized learning model has helped a student succeed at St. John. [FINOPS]
- The final touches will be via email to LYBUNTS, SYBUNTS, and Non-Givers in June as we approach fiscal year end. [FINOPS]

Challenges

- The tyranny of the urgent pushed an intentional focus on the annual fund to a lower priority. [STJ]
- The mid-year principal transition placed more work on the remaining school administration team members, which gave them less time to focus on the annual fund. [STJ]

Looking Ahead

- A robust annual fund plan has been developed for FY25. Executing this plan will be a priority of our new Head of School, Dr. Jessica Bergtholdt. Matt will leverage some of his previous fundraising experience to help Jessica execute the plan. [FINOPS]

KR5: Engage 50 Households Regarding Legacy/Planned Giving

Summary

- The LCMS Foundation reports \$894,000 in 25 gift plans that name Pathfinder as a beneficiary!
- 16 Pathfinder families are currently working through the LCMS Foundation Lifetime Plan for Giving process with Erich Faulstich.

Action Highlights

- The Will writing Action Team with Erich Faulstich served several families and introduced them to planned to give. [ENG]
- Pathfinder's Strategic Team (plus Julie Lorenz and Jessica Bergtholdt) attended an LCMS Foundation planned donor advocate training event on April 9th. Julie Lorenz (our Donor Support Coordinator) also attended a Thrivent donor support training in mid-April. [WKND]

Challenges

- With a younger congregation, there is far more time for people to change any plans they set now as it relates to planned estate giving, however, having a plan in place is a clear area of financial whole life growth.

Looking Ahead

- Our next Estate & Planned Giving Pop-Up is planned for June 9. [WKND]



March 2024 February 2024 January 2024 December 2023 November 2023 October 2023 September 2023 August 2023 July 2023 23-24 FYTD 22-23 FYTD Change(FY04FY1) % Change(FY0-FY1)/FY1 OKR Data Comp H1 2023 OKR Reference

Worship Attendance Metrics (Monthly & FYTD Averages)														
Live Stream Hits*	625	391	572	517	545	621	571	532	498	541	567	-26	-5%	
5 pm Saturday*	278	160	140	113	122	111	107	117	105	139	121	18	15%	113 O1 KR1
9 am Sunday*	460	391	335	402	391	367	381	379	320	381	318	63	20%	373
11 am Sunday*	453	392	381	373	325	324	350	377	317	366	313	53	17%	344
Baptisms	3	1	3	2	2	4	2	8	2	27	42	-15	-36%	
Number of Members - Including Kids* (Updated Quarterly)			2972		2968		2937			2972	2902	70	2%	
Giving Metrics														
Total Unique Giving Units*	707	640	620	770	644	610	596	602	621	646	638	7	1%	O2 KR4
New Donors	18	6	10	32	13	6	6	4	5	11	111	-100	-90%	
Unique Electronic Recurring Givers*	377	367	355	332	339	330	332	327	333	344	333	11	3%	
NextGen Metrics														
New Kids Min Registrations	15	20	21	19	23	16	20	21	3	158	184	-26	-14%	
Kids Min Unique Participants	66	339	338	278	299	331	285	274	39	547	551	-4	-1%	
New Core Registrations	4	14	6	5	8	9	7	****110	0	163	147	16	11%	
CORE Unique Participants	110	101	106	96	90	101	106	82	0	165	140	25	18%	
New Summit Registrations	3	1	1	1	1	0	12	47	0	66	58	8	14%	
Summit Unique Participants	37	36	41	34	42	45	52	45	0	62	46	16	35%	
Engagement Metrics														
Explore Pathfinder Metrics														
Total Explore Pathfinder Participants	1	12	6	5	19	7	7	13	0	70	101	-31	-31%	
Action Team Metrics (Updated Seasonally)														
First-Time Participants** @	125	124	116	0	177	172	158	103	130	431	135	296	219%	
Total Unique Participants**	477	473	443	0	592	586	571	428	288	1065	0	1065	0%	
Pop-Up Metrics														
Total Participants **	57	99	36	8	184	181	153	13	526	1257	292	965	330%	
Intensives Metrics														
Total Unique Participants	0	0	0	0	0	4	0	5	0	9	0	9	0%	
Website Metrics														
Total Visits / Sessions^	12,186	9,850	17,800	27,731	17,758	14,885	13,594	17,385	18,224	149,413	97,896	51,517	53%	O1 KR2
% Unique Visitors*	94%	92%	92%	95%	93%	90%	88%	89%	91%	91%	74%	18%	24%	
% Referral Traffic*	26%	28%	28%	20%	28%	11%	11%	9%	10%	19%	5%	8%	249%	
% Direct Traffic*	33%	36%	34%	32%	40%	46%	44%	49%	44%	40%	38%	15%	5%	
% Search Traffic*	25%	20%	21%	26%	21%	27%	28%	26%	32%	25%	31%	1%	-20%	
NPS Metrics														
Total Unique NPS Submissions	3%	1	1	10	5	375	5	2	4	403	0	403	0%	O2 KR5
Promoters	33%	100%	0	80%	80%	64%	40%	50%	25%	-53%	0%	53%	0%	
Passives	33%	0	0	10%	0%	19%	20%	0%	25%	12%	0%	12%	0%	
Detractors	33%	0	100	10%	20%	17%	40%	50%	50%	1136%	0%	1136%	0%	
Cumulative NPS Score	46%	47	46	70	60	48	29	28	35	45	0	45	0%	
School Metrics														
Early Childhood Enrollment	157	157	157	157	158	159	159	159	160	157	181	-24	-13%	O1 KR4
K-8 Enrollment	174	174	174	174	175	175	177	177	181	174	209	-35	-17%	
Total Enrollment	331	331	331	331	333	334	336	336	341	331	390	-59	-15%	

* FYTD is an Average
 ** July 2023 Pop-up participants are Missions Week and Gary Chapman participants
 *** Action Team Participants includes PTC
 **** An error for August Core Regs was discovered and updated
 @First-Time Participants: Summer 130, Fall 177, Winter 116
 ^ Sessions not views in February 2024

Pathfinder Church
Board of Directors Meeting
April 2024

Membership Changes – March 2024

New Members:

Information Class:

Maggie Stebelman

Transfer:

None

Released Members:

Transferred Out:

Jeff & Tracy Stieren (Salem Lutheran Church, Affton, MO)

Johannah Stieren (Salem Lutheran Church, Affton, MO)

Release by Request:

Myles Allred

Megan Linneman

David Frattini

Jason & Angela Lievanos

Official Acts:

Baptisms:

Lily Alexandra Haltenhof (03-02-2024)

Samuel Mark Schaake (03-03-2024)

Remy Edward Leonard (03-17-2024)

Weddings:

None

Funerals:

Evelyn Dore Mueller (Death 03-10-2024; Funeral 03-15-2024)

Pathfinder Church

Financial Notes

Period Ending March 31, 2024

Ministry Fund

Overview

The Ministry Fund ended with a \$76K surplus balance, which was \$132K favorable to the budgeted deficit for the month. The FYTD deficit of \$19K was \$53K favorable to the budgeted deficit.

- Giving in the current month was favorable to budget by \$46K. FYTD giving is \$203K unfavorable to budget.
- Monthly expenses were favorable to budgeted expenses by \$86K. FYTD expenses are \$256K favorable to budget.

The Ministry Fund budgeted an annual deficit of (\$332,747) and FYTD net results are forecasted to be (\$225,900), which is \$107K favorable to the budgeted deficit. The forecast includes anticipated certain and discretionary delayed spending. The forecasted results are based on actual results July through March and forecasted results April through June.

Pastoral Office

- \$19K favorable variance due to \$15K of delayed mission partner support and \$5K Missouri district payments, which will be happening in April. These amounts have been moved in the forecast.

Operations

- \$3K unfavorable variance for Technology due to quarterly support expense.

Marketing and Creative

- \$17K favorable variance for Marketing & Creative due to
 - \$2K favorable for paper and printing supplies.
 - \$16K favorable for salaries and benefits. Some of these savings are from the vacant Brand Marketing & Creative Director role. The other part of these savings results from the receptionist position moving to Finance & Operations.
- \$40K favorable for Community Awareness due to the “We Love STL” event being moved to May. These funds are included in the May forecast.

Engagement Team Ministry

- \$4K favorable variance for Engagement Team due to
 - \$3K favorable for salaries and benefits of open positions
 - \$1K favorable for various Action Teams with no expenses.
- \$5K unfavorable for Missions due to the reclass of a grant received from Lutheran Foundation in January being reclassified to Children’s Ministry. This grant was for the Special Needs respite days.

Weekend Ministry Leadership

- \$4K unfavorable variance for Tech AV for lighting and camera equipment
- \$7K favorable variance for Worship due to salaries and benefits of open positions

School Fund

Overview

The School Fund ended the month with a deficit of \$15K, which was \$24K unfavorable to the budget.

- Monthly income was \$14K unfavorable to budgeted income. FYTD income is \$98K unfavorable to budget.
- Monthly expenses were \$10K unfavorable to budget. FYTD expenses are \$95K favorable to budget.

September Forecast

The School Fund budgeted an annual deficit of (\$6,520) and FYTD net results are forecasted to be (\$1,287) which is \$5K favorable to the budgeted deficit and factors in certain and discretionary delayed spending. The forecast is based on actual results July through March and forecasted results for April through June.

Income

- \$3K unfavorable for tuition
- \$4K unfavorable for Annual Fund
- \$3.5K unfavorable for Athletics due to less activity than expected.
- \$5.5K unfavorable for budgeted adjusted income.

Expenses

- \$21K unfavorable for salaries and wages due primarily to severance paid to former principal. Note: Administrator salaries have been adjusted April to June to account for the lump sum payout in March.
- \$2.5K favorable for athletic events due to less activity than expected.
- \$9K favorable for budgeted adjusted expenses.

**Variances of \$3,000 or greater are noted.*

Consolidated Balance Sheet

- Cash and Investments increased by \$172K.
- Accounts Receivable decreased by \$65K due to the change in School FACTS suspense funds.
- Prepaid Expenses decreased by \$4K due to
 - \$5K decrease for prepaid insurance.
 - \$7K increase for After Party venue deposits
 - \$3K decrease for Easter expenses
 - \$7K decrease in PTL for Trivia Night expenses
 - \$2K decrease for HAS prepaid contributions
- Accounts Payable increased by \$10K due to \$4K Asana software payment and Easter spending on credit cards.
- Deferred Tuition and Revenue decreased by \$47K due to
 - \$55K decrease for school deferred tuition recognition
 - \$9K increase for the new 24-25 school registrations and prepaid tuition

Summary of Bank Accounts

Balances shown are as of the date of the report and do not account for any deposits in transit or outstanding checks.

Type	Institution	APY	Balance
Cash	Petty Cash	N/A	800.00
Checking	First Community CU	0.101%	4,667.15
Savings	First Community CU	0.00%	10.00
Steward Acct.	LCEF	0.625%	51,366.82
Money Market	Vanguard	5.29%	918,788.57
Checking	Fifth Third Bank	3%*	1,043,124.93
			<hr/> 2,018,757.47

* Pathfinder was approved for a rate increase to 3% on our average daily balance. This took effect in November 2023.

Budgeted Financial Statement for Period 9 - March
 23-24 Report 1: Income Statement
 Company#: 1 Name: Pathfinder Church
 Fiscal Year Beginning 7/1/2023

<u>Acct #</u> <u>Description</u>	<u>Budget</u> <u>Annual</u>	<u>Actual for</u> <u>Period</u>	<u>Budget for</u> <u>Period</u>	<u>Variance</u> <u>for Period</u>	<u>Actual</u> <u>YTD</u>	<u>Budget</u> <u>YTD</u>	<u>Var. Actual</u> <u>to YTD</u> <u>Budget Dollar</u>
MINISTRY FUND							
3 General Offerings	\$4,577,451	\$436,930	\$387,542	\$49,388	\$3,344,904	\$3,558,317	(\$213,413)
MINISTRY FUND INCOME	\$4,577,451	\$436,930	\$387,542	\$49,388	\$3,344,904	\$3,558,317	(\$213,413)
PASTORAL OFFICE							
5 Pastoral Office	(\$595,457)	(\$38,696)	(\$57,635)	\$18,939	(\$426,668)	(\$461,732)	\$35,064
6 Stewardship	(\$12,815)	(\$270)	(\$1,645)	\$1,375	(\$12,287)	(\$9,525)	(\$2,762)
7 Care Ministries	(\$19,610)	(\$341)	(\$1,419)	\$1,078	(\$2,234)	(\$14,570)	\$12,336
TOTAL PASTORAL OFFICE	(\$627,882)	(\$39,308)	(\$60,699)	\$21,391	(\$441,189)	(\$485,827)	\$44,638
OPERATIONS							
9 Facilities	(\$958,865)	(\$65,708)	(\$64,269)	(\$1,439)	(\$665,432)	(\$637,787)	(\$27,645)
10 Finance & Administration	(\$497,838)	(\$44,430)	(\$44,483)	\$53	(\$358,323)	(\$374,756)	\$16,433
11 Mortgage/Debt	(\$711,442)	(\$57,043)	(\$59,400)	\$2,357	(\$511,204)	(\$534,229)	\$23,025
12 School Tuition Assistance	(\$147,168)	(\$12,325)	(\$12,264)	(\$61)	(\$110,925)	(\$110,376)	(\$549)
13 Technology	(\$104,964)	(\$7,844)	(\$5,127)	(\$2,717)	(\$72,463)	(\$79,783)	\$7,320
TOTAL OPERATIONS	(\$2,420,277)	(\$187,350)	(\$185,543)	(\$1,807)	(\$1,718,347)	(\$1,736,931)	\$18,584
MARKETING & CREATIVE							
15 Marketing & Creative	(\$527,759)	(\$33,214)	(\$50,385)	\$17,171	(\$299,607)	(\$391,848)	\$92,241
16 Community Awareness	(\$49,554)	(\$62)	(\$40,052)	\$39,990	(\$8,447)	(\$47,583)	\$39,136
TOTAL MARKETING & CREATIVE	(\$577,313)	(\$33,276)	(\$90,437)	\$57,161	(\$308,054)	(\$439,431)	\$131,377
ENGAGEMENT TEAM MINISTRY							
18 Engagement Team	(\$362,835)	(\$22,848)	(\$26,871)	\$4,023	(\$243,438)	(\$277,950)	\$34,512
19 Missions	(\$74,786)	(\$11,131)	(\$6,271)	(\$4,860)	(\$50,618)	(\$55,989)	\$5,371
20 Staff Culture & Development	(\$17,929)	(\$1,822)	(\$390)	(\$1,432)	(\$27,556)	(\$16,184)	(\$11,372)
21 Cafe'	(\$15,770)	(\$1,458)	(\$1,032)	(\$426)	(\$16,593)	(\$11,184)	(\$5,409)
22 Hospitality	(\$11,240)	(\$258)	(\$1,875)	\$1,617	(\$8,090)	(\$9,505)	\$1,415
TOTAL ENGAGEMENT TEAM MINISTRY	(\$482,560)	(\$37,517)	(\$36,439)	(\$1,078)	(\$346,295)	(\$370,812)	\$24,517
WEEKEND MINISTRY							
24 Tech AV	(\$182,068)	(\$22,203)	(\$18,513)	(\$3,690)	(\$134,967)	(\$142,084)	\$7,117
25 Kids Ministry	(\$219,824)	(\$14,249)	(\$15,433)	\$1,184	(\$141,335)	(\$150,396)	\$9,061
26 Student Ministry	(\$154,306)	(\$11,621)	(\$13,171)	\$1,551	(\$109,551)	(\$119,105)	\$9,554
27 Weekend Ministry Leadership	(\$11,991)	(\$123)	(\$448)	\$325	(\$8,290)	(\$8,597)	\$307
28 Worship	(\$233,977)	(\$15,443)	(\$22,563)	\$7,120	(\$155,843)	(\$177,097)	\$21,254
TOTAL WEEKEND MINISTRY	(\$802,166)	(\$63,639)	(\$70,128)	\$6,489	(\$549,986)	(\$597,279)	\$47,293
TOTAL MINISTRY FUND	(\$332,747)	\$75,841	(\$55,704)	\$131,545	(\$18,966)	(\$71,963)	\$52,997
SCHOOL FUND							
30 Income	\$3,165,954	\$243,201	\$257,443	(\$14,242)	\$2,293,375	\$2,391,339	(\$97,964)
31 Expenses	(\$3,172,474)	(\$258,018)	(\$248,266)	(\$9,752)	(\$2,315,191)	(\$2,410,097)	\$94,906
TOTAL SCHOOL FUND	(\$6,520)	(\$14,817)	\$9,177	(\$23,994)	(\$21,816)	(\$18,758)	(\$3,058)

Budgeted Financial Statement for Period 9 - March
 23-24 Report 2: Income Stmt (Income Detail)
 Company#: 1 Name: Pathfinder Church
 Fiscal Year Beginning 7/1/2023

<u>Acct #</u> <u>Description</u>	<u>Budget</u> <u>Annual</u>	<u>Actual for</u> <u>Period</u>	<u>Budget for</u> <u>Period</u>	<u>Variance</u> <u>for Period</u>	<u>Actual</u> <u>YTD</u>	<u>Budget</u> <u>YTD</u>	<u>Var. Actual</u> <u>to YTD</u> <u>Budget Dollar</u>
MINISTRY FUND INCOME							
MINISTRY GIVING INCOME							
3 Ministry Offerings	\$4,577,451	\$436,930	\$387,542	\$49,388	\$3,344,904	\$3,558,317	(\$213,413)
TOTAL MINISTRY GIVING INCOME	\$4,577,451	\$436,930	\$387,542	\$49,388	\$3,344,904	\$3,558,317	(\$213,413)
PASTORAL OFFICE							
TOTAL PASTORAL OFFICE	\$0	\$0	\$0	\$0	\$0	\$0	\$0
OPERATIONS							
7 Facilities	\$5,800	\$1,075	\$0	\$1,075	\$7,138	\$5,800	\$1,338
8 Finance & Administration	\$5,326	\$0	\$0	\$0	\$5,362	\$5,326	\$36
9 Investment Income	\$36,323	\$6,757	\$3,052	\$3,705	\$52,410	\$27,103	\$25,307
10 Technology	\$0	\$0	\$0	\$0	\$375	\$0	\$375
TOTAL OPERATIONS	\$47,449	\$7,832	\$3,052	\$4,780	\$65,285	\$38,229	\$27,056
MARKETING & CREATIVE							
12 Marketing & Creative	\$30,362	\$1,103	\$2,435	(\$1,332)	\$22,046	\$23,846	(\$1,800)
13 Community Awareness	\$16,500	\$0	\$0	\$0	\$9,685	\$16,500	(\$6,815)
TOTAL MARKETING & CREATIVE	\$46,862	\$1,103	\$2,435	(\$1,332)	\$31,731	\$40,346	(\$8,615)
ENGAGEMENT TEAM MINISRY							
15 Engagement Team	\$51,585	\$1,217	\$1,060	\$157	\$24,887	\$48,065	(\$23,178)
16 Missions	\$17,500	(\$5,000)	\$0	(\$5,000)	\$23,822	\$17,500	\$6,322
17 Cafe'	\$30,650	\$1,585	\$2,600	(\$1,015)	\$14,841	\$23,350	(\$8,509)
18 Hospitality	\$720	\$150	\$150	\$0	\$1,848	\$615	\$1,233
TOTAL ENGAGEMENT TEAM MINISRY	\$100,455	(\$2,048)	\$3,810	(\$5,858)	\$65,398	\$89,530	(\$24,132)
WEEKEND MINISTRY							
20 Tech AV	\$2,650	\$20	\$0	\$20	\$13,797	\$2,650	\$11,147
21 Kids Ministry	\$43,550	\$5,005	\$0	\$5,005	\$7,067	\$750	\$6,317
22 Student Ministry	\$54,450	\$0	\$6,000	(\$6,000)	\$33,295	\$34,450	(\$1,155)
TOTAL WEEKEND MINISTRY	\$100,650	\$5,025	\$6,000	(\$975)	\$54,159	\$37,850	\$16,309
TOTAL MINISTRY FUND INCOME	\$4,872,867	\$448,843	\$402,839	\$46,004	\$3,561,476	\$3,764,272	(\$202,796)
SCHOOL INCOME							
25 Tuition K-8	\$1,658,319	\$135,688	\$138,078	(\$2,390)	\$1,231,963	\$1,244,085	(\$12,122)
26 Tuition ECE	\$1,007,157	\$83,319	\$84,278	(\$959)	\$751,981	\$754,323	(\$2,342)
27 Tuition - Childcare	\$120,445	\$12,041	\$11,516	\$525	\$104,629	\$97,413	\$7,216
28 Annual Fund	\$61,828	\$1,228	\$5,000	(\$3,772)	\$19,932	\$49,328	(\$29,396)
29 PTL Support	\$16,000	\$0	\$0	\$0	\$0	\$0	\$0
32 Athletics	\$39,183	\$0	\$3,500	(\$3,500)	\$13,806	\$26,183	(\$12,377)
33 Learning Center Fees	\$5,050	\$650	\$450	\$200	\$4,702	\$4,150	\$552
34 Chapel/Mission Offerings	\$4,889	\$153	\$100	\$53	\$2,388	\$4,689	(\$2,301)
35 Field Trips	\$5,000	\$405	\$0	\$405	\$2,308	\$2,000	\$308
36 Other Income	\$21,890	\$1,927	\$1,756	\$171	\$32,631	\$18,372	\$14,259
37 Budgeted Adjusted Income	\$64,700	\$0	\$5,495	(\$5,495)	\$0	\$48,215	(\$48,215)
38 School Lunch Income	\$84,345	\$7,790	\$7,270	\$520	\$51,328	\$65,433	(\$14,105)
39 Online Enrollment/Registrations	\$77,148	\$0	\$0	\$0	\$77,705	\$77,148	\$557
TOTAL SCHOOL INCOME	\$3,165,954	\$243,201	\$257,443	(\$14,242)	\$2,293,375	\$2,391,339	(\$97,964)

Budgeted Financial Statement for Period 9 - March
 23-24 Report 3: Income Stmt (Expense Detail)
 Company#: 1 Name: Pathfinder Church
 Fiscal Year Beginning 7/1/2023

<u>Acct #</u> <u>Description</u>	<u>Budget</u> <u>Annual</u>	<u>Actual for</u> <u>Period</u>	<u>Budget for</u> <u>Period</u>	<u>Variance</u> <u>for Period</u>	<u>Actual</u> <u>YTD</u>	<u>Budget</u> <u>YTD</u>	<u>Var. Actual</u> <u>to YTD</u> <u>Budget Dollar</u>
MINISTRY FUND EXPENSES							
PASTORAL OFFICE							
3 Pastoral Office	(\$595,457)	(\$38,696)	(\$57,635)	\$18,939	(\$426,668)	(\$461,732)	\$35,064
4 Stewardship	(\$12,815)	(\$270)	(\$1,645)	\$1,375	(\$12,287)	(\$9,525)	(\$2,762)
5 Care Ministries	(\$19,610)	(\$341)	(\$1,419)	\$1,078	(\$2,234)	(\$14,570)	\$12,336
TOTAL PASTORAL OFFICE	(\$627,882)	(\$39,308)	(\$60,699)	\$21,391	(\$441,189)	(\$485,827)	\$44,638
OPERATIONS							
7 Facilities	(\$964,665)	(\$66,783)	(\$64,269)	(\$2,514)	(\$672,570)	(\$643,587)	(\$28,983)
8 Finance & Administration	(\$503,164)	(\$44,430)	(\$44,483)	\$53	(\$363,685)	(\$380,082)	\$16,397
9 Mortgage/Debt	(\$747,765)	(\$63,800)	(\$62,452)	(\$1,348)	(\$563,614)	(\$561,332)	(\$2,282)
10 School Tuition Assistance	(\$147,168)	(\$12,325)	(\$12,264)	(\$61)	(\$110,925)	(\$110,376)	(\$549)
11 Technology	(\$104,964)	(\$7,844)	(\$5,127)	(\$2,717)	(\$72,838)	(\$79,783)	\$6,945
TOTAL OPERATIONS	(\$2,467,726)	(\$195,182)	(\$188,595)	(\$6,587)	(\$1,783,631)	(\$1,775,160)	(\$8,471)
MARKETING & CREATIVE							
13 Marketing & Creative	(\$558,121)	(\$34,317)	(\$52,820)	\$18,503	(\$321,653)	(\$415,694)	\$94,041
14 Community Awareness	(\$66,054)	(\$62)	(\$40,052)	\$39,990	(\$18,132)	(\$64,083)	\$45,951
TOTAL MARKETING & CREATIVE	(\$624,175)	(\$34,379)	(\$92,872)	\$58,493	(\$339,785)	(\$479,777)	\$139,992
ENGAGEMENT TEAM MINISTRY							
16 Engagement Team	(\$414,420)	(\$24,065)	(\$27,931)	\$3,866	(\$268,324)	(\$326,015)	\$57,691
17 Missions	(\$92,286)	(\$6,131)	(\$6,271)	\$140	(\$74,440)	(\$73,489)	(\$951)
18 Staff Culture & Development	(\$17,929)	(\$1,822)	(\$390)	(\$1,432)	(\$27,556)	(\$16,184)	(\$11,372)
19 Cafe'	(\$46,420)	(\$3,043)	(\$3,632)	\$589	(\$31,434)	(\$34,534)	\$3,100
20 Hospitality	(\$11,960)	(\$408)	(\$2,025)	\$1,617	(\$9,938)	(\$10,120)	\$182
TOTAL ENGAGEMENT TEAM MINISTRY	(\$583,015)	(\$35,469)	(\$40,249)	\$4,780	(\$411,693)	(\$460,342)	\$48,649
WEEKEND MINISTRY							
22 Tech AV	(\$184,718)	(\$22,223)	(\$18,513)	(\$3,710)	(\$148,763)	(\$144,734)	(\$4,029)
23 Kids Ministry	(\$263,374)	(\$19,254)	(\$15,433)	(\$3,821)	(\$148,402)	(\$151,146)	\$2,744
24 Student Ministry	(\$208,756)	(\$11,621)	(\$19,171)	\$7,551	(\$142,846)	(\$153,555)	\$10,709
25 Weekend Ministry Leadership	(\$11,991)	(\$123)	(\$448)	\$325	(\$8,290)	(\$8,597)	\$307
26 Worship	(\$233,977)	(\$15,443)	(\$22,563)	\$7,120	(\$155,843)	(\$177,097)	\$21,254
TOTAL WEEKEND MINISTRY	(\$902,816)	(\$68,664)	(\$76,128)	\$7,464	(\$604,144)	(\$635,129)	\$30,985
TOTAL MINISTRY FUND EXPENSES	(\$5,205,614)	(\$373,002)	(\$458,543)	\$85,541	(\$3,580,442)	(\$3,836,235)	\$255,793
SCHOOL EXPENSES							
28 Salary, Wages, Benefits & Outsource	(\$2,305,802)	(\$211,121)	(\$189,802)	(\$21,319)	(\$1,763,783)	(\$1,719,575)	(\$44,208)
29 Classroom Supplies, Materials & Equi	(\$56,619)	(\$1,713)	(\$975)	(\$738)	(\$45,132)	(\$49,644)	\$4,512
30 Conferences, Education & Developm	(\$14,665)	(\$341)	(\$1,100)	\$759	(\$8,968)	(\$12,215)	\$3,247
31 Technology Services, Hardware & So	(\$59,244)	(\$2,402)	(\$1,990)	(\$412)	(\$55,260)	(\$42,774)	(\$12,486)
32 Centered Care Expenses	(\$124,179)	(\$9,091)	(\$9,038)	(\$53)	(\$87,480)	(\$94,938)	\$7,458
33 Athletic Events	(\$29,057)	(\$1,266)	(\$3,800)	\$2,534	(\$21,078)	(\$26,657)	\$5,579
34 Field Trips	(\$4,622)	(\$794)	(\$550)	(\$244)	(\$3,253)	(\$3,622)	\$369
35 Copier Expense	(\$8,978)	(\$627)	(\$500)	(\$127)	(\$10,999)	(\$7,478)	(\$3,521)
36 Bad Debt	(\$5,000)	(\$1,270)	\$0	(\$1,270)	(\$1,270)	\$0	(\$1,270)
37 Missions	(\$2,850)	\$0	(\$100)	\$100	\$0	(\$2,650)	\$2,650
38 Fundraising Expense	(\$750)	\$0	(\$75)	\$75	\$0	(\$525)	\$525
39 Other Expenses	(\$359,122)	(\$24,049)	(\$23,644)	(\$405)	(\$262,013)	(\$280,705)	\$18,692
40 Budgeted Adjustment Expenses	(\$115,747)	\$0	(\$9,244)	\$9,244	\$0	(\$102,522)	\$102,522
41 School Lunch Expenses	(\$85,839)	(\$5,344)	(\$7,448)	\$2,104	(\$55,953)	(\$66,792)	\$10,839
TOTAL SCHOOL EXPENSES	(\$3,172,474)	(\$258,018)	(\$248,266)	(\$9,752)	(\$2,315,191)	(\$2,410,097)	\$94,906

Statement of Financial Position for Period 9 - March
Company#: 1 Name: Pathfinder Church
Fiscal Year Beginning 7/1/2023

<u>Account</u>	<u>YTD</u> <u>Current</u>	<u>Prior</u> <u>Period</u>	<u>FYE</u> <u>22-23</u>	<u>FYE</u> <u>21-22</u>
Assets				
Current Assets - Unrestricted				
Cash and Investments	\$2,048,843	\$1,877,190	\$2,093,435	\$1,681,853
Accounts Receivable	\$28,427	\$93,820	\$31,364	\$36,474
Inventory	\$2,711	\$2,601	\$3,136	\$2,757
Prepaid Expenses	\$58,763	\$63,121	\$59,597	\$93,979
Total Current Assets - Unrestricted	\$2,138,744	\$2,036,732	\$2,187,532	\$1,815,063
Fixed Assets				
Land	\$2,422,932	\$2,422,932	\$2,422,932	\$2,422,932
Buildings	\$25,614,723	\$25,614,723	\$25,614,723	\$25,272,205
Furniture/Fixtures/Technology	\$2,048,976	\$2,048,976	\$2,048,976	\$1,874,401
Capitalized Interest	\$46,465	\$46,465	\$46,465	\$46,465
Construction in Progress	\$0	\$0	\$0	\$241,710
Less Accumulated Depreciation	(\$18,170,657)	(\$18,170,657)	(\$18,170,657)	(\$17,514,750)
Total Fixed Assets	\$11,962,439	\$11,962,439	\$11,962,439	\$12,342,963
Other Assets				
Deferred Financing Costs	\$10,612	\$11,669	\$20,856	\$35,034
Other Assets	\$267,563	\$268,997	\$280,469	\$221,010
Operating Lease Asset	\$155,258	\$155,258	\$155,258	\$0
Total Other Assets	\$433,433	\$435,925	\$456,584	\$256,044
Total Assets	\$14,534,616	\$14,435,095	\$14,606,555	\$14,414,071
Liabilities and Net Assets				
Liabilities				
Current Liabilities				
Accounts Payable	\$89,240	\$79,348	\$119,041	\$492,385
Accrued Expenses	\$179,291	\$179,727	\$177,982	\$145,213
Deferred Tuition and Revenue	\$358,394	\$405,168	\$131,917	\$114,014
Current Maturities of LT Debt	\$560,000	\$560,000	\$525,000	\$485,000
Current Operating Lease Liability	\$30,126	\$30,126	\$30,126	\$0
Total Current Liabilities	\$1,217,051	\$1,254,369	\$984,066	\$1,236,612
Long-Term Liabilities				
Long Term Loan Payable	\$4,165,000	\$4,165,000	\$4,725,000	\$4,500,000
Long Term Operating Lease Liability	\$125,132	\$125,132	\$125,132	\$0
Total Long-Term Liabilities	\$4,290,132	\$4,290,132	\$4,850,132	\$4,500,000
Total Liabilities	\$5,507,183	\$5,544,502	\$5,834,198	\$5,736,612
Net Assets				
Ministry Fund Operating	\$969,282	\$893,440	\$988,248	\$734,507
School Fund Operating	(\$71,722)	(\$56,904)	(\$49,905)	(\$76,294)
Building Fund	\$7,840,205	\$7,793,505	\$7,437,605	\$7,578,231
Launch	\$0	\$3,750	\$7,500	\$27,500
Unrealized Derivative Gain(Loss)	\$0	\$0	\$0	\$0
All Others	\$289,668	\$256,802	\$388,908	\$413,514
Total Net Assets	\$9,027,433	\$8,890,593	\$8,772,356	\$8,677,458
Total Liabilities and Net Assets	(\$14,534,616)	(\$14,435,095)	(\$14,606,555)	(\$14,414,071)

23-24 Detail 5: Cash and Liquidity Position Summary
Company#: 1 Name: Pathfinder Church
Fiscal Year Beginning 7/1/2023

	23/24 March	FY 23/24 February	FY 22/23 June	FY 21/22 June	FY 20/21 June
Cash and Investments					
Total Cash and Investments *	\$ 2,048,843	\$ 1,877,190	\$ 2,093,435	\$ 1,681,853	\$ 1,891,968
Temp. Restricted Funds (Internally Managed)					
Launch	-	3,750	7,500	27,500	161,944
School Scholarship Fund	94,429	96,580	110,143	169,941	107,539
Parent Teachers League	92,726	52,890	146,429	63,445	67,491
Chris Toomey Student Mission Fund				38,134	
MF Temporarily Restricted	865	865	865	5,731	3,629
Christ In Action					23,799
School of the Arts	464	637	5,396	6,087	4,047
Endowment Fund	47,918	47,918	45,478	43,195	41,007
Other	207	207	207	207	207
	<u>236,609</u>	<u>202,847</u>	<u>316,018</u>	<u>354,240</u>	<u>409,663</u>
Excess/(Underfunded) Balance pre Affiliate Funds	1,812,234	1,674,343	1,777,417	1,327,613	1,482,305
Temp. Restricted Funds (Affiliate Controlled)					
Boy Scout Troop #782	11,388	12,204	13,978	17,282	21,410
MOPS	13,120	15,893	26,168	32,182	29,676
Soccer Association	18,289	19,426	29,575	27,275	18,684
Illuminations - Puppet Ministry	9,455	9,405	9,005	8,406	7,806
All Other	717	717	717	717	717
Total Ongoing Fund Balances	<u>52,969</u>	<u>57,645</u>	<u>79,443</u>	<u>85,862</u>	<u>78,293</u>
Excess/(Underfunded) Core Cash Balance	\$ 1,759,265	\$ 1,616,698	\$ 1,697,974	\$ 1,241,751	\$ 1,404,012
Analysis of Monthly Fluctuations in Core Cash Balance					
Increase / (Decrease) in Month End Core Cash	\$ 142,567	\$ 35,901	\$ 73,250	\$ (360,505)	\$ (188,210)
Components Driving Change in Core Cash					
Monthly Surplus / (Deficit) Ministry Fund	75,841	44,942	129,515	(144,443)	(42,336)
Monthly Surplus / (Deficit) School Fund	(14,817)	(49,666)	47,988	(139,910)	(104,489)
	<u>61,024</u>	<u>(4,724)</u>	<u>177,503</u>	<u>(284,353)</u>	<u>(146,825)</u>
Ministry Fund: noncash expense for Debt Principal Payment of Annual Debt Principal from Core Cash	46,700	46,700	43,750	40,500	38,000
School Grant Received School Grant: noncash revenue					
Increase / (Decrease) in Prepaid School Tuition	(46,362)	(19,180)	(188,155)	(157,307)	(138,815)
*** Decrease / (Increase) in Other Working Capital	81,205	13,105	40,152	40,655	59,430
Total Incr. / (Decr.) in Month End Core Cash	<u>142,567</u>	<u>35,901</u>	<u>73,250</u>	<u>(360,505)</u>	<u>(188,210)</u>
*** - This amount is an aggregation of all other increases and decreases not separately identified					
	in balance?-->	TRUE	TRUE	TRUE	TRUE
Working Capital Change Detail					
Current Month Deferred Tuition Liability**	292,613	347,445	35,021	40,290	15,055
Prior Month Deferred Tuition Liability	347,445	391,140	224,526	198,647	155,370
Source of Cash / (Use of Cash): Deferred Tuition	<u>(54,832)</u>	<u>(43,695)</u>	<u>(189,505)</u>	<u>(158,357)</u>	<u>(140,315)</u>
Current Month Deferred Registration Fees Liability	53,537	45,067	72,988	59,144	51,006
Prior Month Deferred Registration Fees Liability	45,067	20,552	71,638	58,094	49,506
Source of Cash / (Use of Cash): Deferred Tuition	<u>8,470</u>	<u>24,515</u>	<u>1,350</u>	<u>1,050</u>	<u>1,500</u>
Additional Liquidity Information					
Sources:					
Line of Credit Availability	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000
Borrowings Outstanding					
Available Liquidity	<u>1,000,000</u>	<u>1,000,000</u>	<u>1,000,000</u>	<u>1,000,000</u>	<u>1,000,000</u>

* Per General Ledger

Cash Liquidity Position - Model Periods
As of March 31, 2024

Quarter Ending	Actuals at						
	June-24	March-24	June-23	June-22	June-21	June-20	June-19
Cash and Investments							
Total Cash and Investments *	\$ 1,807,798	\$ 2,048,843	\$ 2,093,435	\$ 1,681,853	\$ 1,891,968	\$ 1,727,223	\$ 1,450,007
Less: Insurance claim proceeds to be expended	-	-	-	-	-	-	-
Less: PPP Loan	-	-	-	-	-	(805,400)	-
Bond principle pymt consistency adj.	-	-	-	-	-	-	-
Adjusted Cash and Investments	1,807,798	2,048,843	2,093,435	1,681,853	1,891,968	921,823	1,450,007
Days Cash on Hand - Total Cash¹	93.7	106.2	111.1	96.9	119.7	56.6	90.9
Temp. Restricted Funds (Internally Managed)							
Launch	-	-	7,500	27,500	161,944	208,194	305,844
NEXT CapX Available for Expenditure	-	-	-	-	-	28,144	570,160
School Scholarship Fund	87,715	94,429	110,143	169,941	107,539	-	-
Parent Teachers League	117,607	92,726	146,429	63,445	67,491	43,888	5,938
Chris Toomey Student Mission Fund	-	-	-	-	-	-	-
MF Temporarily Restricted	2,441	865	865	5,731	3,729	13,164	20,798
Missions Designated Gifts	-	-	-	-	-	-	20,798
Christ In Action	-	-	-	-	23,799	45,106	18,395
School of the Arts	374	464	5,396	6,087	4,047	10,540	6,295
Endowment Fund	47,918	47,918	45,478	43,195	41,007	38,509	36,523
Other	207	207	207	207	207	357	367
256,263	236,609	316,018	354,240	409,763	387,902	985,116	
Excess/(Underfunded) Balance pre Affiliate Funds	1,551,536	1,812,234	1,777,417	1,327,613	1,482,205	533,921	464,889
Temp. Restricted Funds (Affiliate Controlled)							
Boy Scout Troop #782	12,382	11,388	13,978	17,282	21,410	20,282	18,656
Cub Scout Pack #782	-	-	-	-	-	6,127	6,943
MOPS	13,120	13,120	26,168	32,182	29,676	27,669	25,953
Soccer Association	26,437	18,289	29,575	27,275	18,684	13,998	7,621
Illuminations - Puppet Ministry	9,209	9,455	9,005	8,406	7,806	7,256	6,528
All Other	-	717	717	717	717	617	(147)
Total Ongoing Fund Balances	61,147	52,969	79,443	85,862	78,293	75,949	65,554
Excess/(Underfunded) Core Cash Balance	\$ 1,490,388	\$ 1,759,265	\$ 1,697,974	\$ 1,241,751	\$ 1,403,912	\$ 457,972	\$ 399,335
Days Cash on Hand - Core Cash¹	77.2	91.2	90.1	71.6	88.9	28.1	25.0
Analysis of Monthly Fluctuations in Core Cash Balance							
Increase / (Decrease) in Month End Core Cash	\$ (268,877)	\$ 61,291	\$ 456,223	\$ (162,161)	\$ 945,940	\$ 58,637	\$ 179,534
Components Driving Change in Core Cash							
Monthly Surplus / (Deficit) Ministry Fund	(206,971)	(18,929)	242,239	169,177	594,004	(322,941)	553,355
Monthly Surplus / (Deficit) School Fund	3,673	(23,679)	26,388	37,447	301,206	(66,386)	42,582
Total Surplus / (Deficit) for the Month	(203,298)	(42,608)	268,627	206,624	895,210	(389,327)	595,937
Deferred Spending - GF	-	-	-	(33,542)	-	-	-
Deferred Spending - School	18,719	-	-	-	-	-	-
Ministry Fund: noncash expense for Debt Principal	140,000	402,500	505,000	469,500	438,000	405,000	390,000
Payment of Annual Debt Principal from Core Cash	-	(525,000)	(485,000)	(455,000)	(420,000)	(390,000)	(390,000)
Additional Debt Principal	-	-	750,000	750,000	-	-	-
Campus Stewardship Capital Expenditures	-	-	(280,379)	(1,489,075)	-	-	-
School Grant Received	-	-	7,800	-	-	80,000	108,000
School Grant: noncash revenue	-	-	-	-	(25,402)	(85,301)	(78,731)
Increase / (Decrease) in AP Accrual for Capex	-	-	(389,000)	389,000	(28,280)	28,280	(397,527)
Increase / (Decrease) in Prepaid School Tuition	(236,040)	238,141	8,575	33,373	13,677	(17,911)	(53,360)
NEXT CapX: Monthly (Increase)/Decrease in Kitty	-	-	-	-	28,144	542,016	83,785
** Decrease / (Increase) in Other Working Capital	11,742	(11,742)	70,600	(33,041)	44,591	(114,120)	(78,570)
Total Incr. / (Decr.) in Month End Core Cash	(268,877)	61,291	456,223	(162,161)	945,940	58,637	179,534
in balance?-->	\$ 0.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
** - This amount is an aggregation of all other increases and decreases not separately identified							
Working Capital Change Detail							
Current Month Deferred Tuition Liability	37,122	292,613	35,021	40,290	15,055	13,149	28,392
Prior Month Deferred Tuition Liability	237,998	347,445	224,526	198,647	155,370	86,116	141,275
Source of Cash / (Use of Cash): Deferred Tuition	(200,875)	(54,832)	(189,505)	(158,357)	(140,315)	(72,967)	(112,883)
Current Month Deferred Registration Fees Liability	72,988	53,537	72,988	59,144	51,006	39,235	41,903
Prior Month Deferred Registration Fees Liability	71,638	45,067	71,638	58,094	49,506	37,888	40,803
Source of Cash / (Use of Cash): Deferred Tuition	1,350	8,470	1,350	1,050	1,500	1,347	1,101

* Per General Ledger

¹ Days Cash on Hand of \$15,947 for FY19, \$16,300 for FY20, \$15,800 for FY21, \$17,350 for FY22, \$18,845 for FY23, and \$19,300 for FY24 calculated as budgeted MF net operating expense plus school operating expense less debt principal payment divided by 365 days.

Pathfinder Church
Actual vs. Budget Savings
FY23/24
As of March 31, 2024

Ministry Fund

Department	Dept. #	Account	Actual	Budget	Difference	Will More Exp. Occur?	When	Certain	Possible
Tech A/V	114	Tech Equip Installation	2,000	5,400	(3,400)	No			
Facilities	120	Snow Removal	1,964	7,655	(5,691)	Not Likely			
Facilities	120	Elevator Maintenance	11,580	18,458	(6,878)	No			
Facilities	120	Security Systems Maint	2,367	4,848	(2,481)	No			
Facilities	120	Parking Lot Maintenance	-	15,000	(15,000)	Yes	June	22,570	
Facilities	120	Janitorial Supplies	13,923	16,121	(2,198)	No			
Facilities	120	Paint Supplies	1,206	4,700	(3,494)	No			
Technology	121	Rock RMS Support	22,737	26,400	(3,663)	No			
Finance & Admin	130	Unused Merit Balance	-	29,212	(29,212)	No			
Finance & Admin	130	Parking Assistance & Traffic	19,300	20,890	(1,590)	No			
Pastoral Office	170	Mission Partner Support	-	15,000	(15,000)	Yes	April	15,000	
Pastoral Office	170	Missouri District	-	5,000	(5,000)	Yes	April	5,000	
Pastoral Office	170	Donor Nurture	996	4,970	(3,974)	Yes	Var		3,000
Marketing & Creative	200	Christmas/Easter Production	8,620	14,500	(5,880)	No			
Marketing & Creative	200	Paper and Printing Supplies	5,073	9,100	(4,027)	No			
Marketing & Creative	200	Faith Matters Printing	5,763	9,000	(3,237)	Yes	April	3,237	
Marketing & Creative	200	Marketing Website/ Social Media	12,718	32,135	(19,417)	No			
Marketing & Creative	200	Professional Development	577	2,324	(1,747)	No			
Community Awareness	210	Outreach Events	-	40,000	(40,000)	Yes	May		
Community Awareness	210	December Event	10,771	15,000	(4,229)	No			
Care Ministries	230	Auto Gas/Repairs	-	2,025	(2,025)	No			
Stewardship	250	Printing Expense	166	3,450	(3,284)	No			
Kids Ministry	260	Family Events	-	3,000	(3,000)	No			
Engagement Team	330	Intensive	25,023	60,780	(35,757)	No			
Engagement Team	330	Women Intensive	-	3,500	(3,500)	No			
Engagement Team	330	Men Intensive	-	2,500	(2,500)	No			
			\$ 144,784	\$ 370,968	\$ (226,184)			\$ 45,807	\$ 3,000

School Fund

Department	Dept. #	Account	Actual	Budget	Difference	Will More Exp. Occur?	When	Certain	Possible
K-8 Program	110	Curriculum Materials	19,302	27,650	(8,348)	No			
K-8 Program	110	Standardized Testing	-	4,500	(4,500)	No			
Personnel	150	Teacher Conferences	-	2,300	(2,300)	No			
Personnel	150	Staff Development	673	3,497	(2,824)	No			
School Admin	160	Repairs and Maintenance	33,225	38,500	(5,275)	No			
School Admin	160	Advertising	11,201	14,126	(2,925)	No			
Other Expense	190	Playground	-	5,000	(5,000)	Yes	April	5,000	
Athletics	250	Sports Team Uniforms	3,443	6,115	(2,672)				
			\$ 67,844	\$ 101,688	\$ (33,844)			\$ 5,000	\$ -

**Pathfinder Church
Launch Reconciliation
3/31/24**

Contributions	
Contributions FY10/11	\$ 136,601.48
Contributions FY11/12	155,936.56
Contributions FY12/13	118,195.95
Contributions FY13/14	43,380.56
Total Contributions	\$ 454,114.55
Expenses	
Contributions to LCMS Ablaze! For Cambodia FY10/11	\$ (101,678.65)
Funding in Belize FY11/12	(10,000.00)
Contributions to LCMS Ablaze! For Cambodia FY11/12	(110,671.51)
Contributions to LCMS Ablaze! For Cambodia FY12/13	(91,173.89)
Reimbursement of funds from LCMS Ablaze! FY13/14	273,171.54
Angel Dormitory Expenses FY13/14	(6,000.00)
Angel Dormitory Expenses FY14/15	(1,872.00)
Stronghold Cambodia Expenses FY16/17	(29,157.33)
Reimbursement of unused fund from Camb. Legal Counsel	3,195.00
Stronghold Cambodia Expenses FY17/18	(59,050.00)
Stronghold Cambodia Expenses FY18/19	(20,812.50)
Stronghold Cambodia Expenses FY19/20	(97,650.00)
Stronghold Cambodia Expenses FY20/21	(41,250.00)
Balance from St. John Missions FY20/21	778.97
Correction	0.13
Stronghold Cambodia Building Fund Match - 09/21	(106,944.31)
Stronghold Cambodia Expenses FY21/22	(27,500.00)
Stronghold Cambodia Expenses FY22/23	(20,000.00)
Stronghold Cambodia Expenses FY23/24	(7,500.00)
Total Expenses	\$ (454,114.55)
Fund Balance	<u><u>\$ (0.00)</u></u>
Future Commitments	
FY21/22 for Stronghold Cambodia	0.00
FY22/23 for Stronghold Cambodia	0.00
FY23/24 for Stronghold Cambodia	0.00
Total Committed	<u><u>0.00</u></u>

17% of total contributions are designated to this objective.

LCMS Ablaze! will receive quarterly payments from St. John for use in Cambodia. These payments will equal 20% of total Launch contributions during the quarter. LCMS will then refund to St. John 30% of that payment to use for missions that St. John chooses. Of the 30% refunded, half will go to this objective and half will go to the St. John Missions objective.

Original Launch Presentation

\$850k to be distributed to current mission projects in the city of St. Louis and Belize and through the mission efforts of the LCMS Ablaze! Campaign. Pastor Garrett and the Strategic Leaders will work closely with LCMS national leaders to ensure that two to four mission projects are adopted that reflect the mission and values of SJ's congregation. These projects will be specific mission efforts with which we can form an ongoing association over the course of the campaign and hopefully beyond.

Additional Cambodia Funding

In the fall of 2011 an option to give directly to the efforts in Cambodia was created. The primary purpose of this option is to engage our community and other churches in our mission efforts in Cambodia. It also allows people within our ministry to give directly to Cambodia, over and above their commitment to Launch. This money will go directly to our efforts in Cambodia. UPDATE: JAN 2019 \$20K donation for land purchase that was directed to Stronghold in January 2020.