

**Pathfinder Church**

Board of Directors

Monthly Meeting

November 19, 2024

**Pathfinder Church**  
Board of Directors Meeting  
November 19, 2024

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Board of Directors  
Tuesday, November 19, 2024

**This will be a 30-minute virtual meeting at 7:00 p.m. via Microsoft Teams**

**Microsoft Teams Meeting**

Meeting ID: 263 706 131 387

Passcode: 9YUEG7

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

- Opening Devotion – Annmarie Wallis
- Approval of September BOD Meeting Minutes – Adam Bichsel

**General Business - 7:10 p.m. – 7:30 p.m.**

- October Financials – Matt Hewitt
- Path Forward Level 2 Update – Matt Hewitt & Dion Garrett
- Senior Pastor Report – Dion Garrett
- OKR Board Report Discussion / Other Business – Adam Bichsel

**Closing Prayer & Adjourn 7:30 p.m.**

- Closing Prayer – Matt Finke

*Followed by separate breakout virtual meetings from 7:30pm to 9:00pm for Finance Committee and Leadership Committee*

# September Pathfinder Board of Directors Meeting

## September 17, 2024, 7:00 PM

### By Teams

Board of Directors Attendees: Matthew Hewitt, Annmarie Wallis, Jennifer Albritton, Craig McArton, Matthew Finke, Eduardo Ramos, Dion Garrett, Becky Greer, Damola Oshin and Beth Rusert

Excused: Adam Bichsel

Damola Oshin began the meeting at 7:02 p.m. with a devotion reflecting on the use of our technology and connectedness that's been used as the basis for the most recent message series. He ended by reading a passage from Matthew 5.

A motion was made by Dion Garrett to approve the meeting minutes from the August Board of Directors. Matthew Finke seconded the motion. A voice vote was held on the motion and all members present voted affirmative.

The Ministry Fund ended with a \$94K deficit balance, which was \$165K favorable to the budgeted deficit for the month. The FYTD deficit of \$304K was \$126K favorable to the FYTD budgeted deficit.

- Giving in the current month was favorable to budget by \$47K.
- Monthly expenses were favorable to budgeted expenses by \$133K. FYTD expenses are \$96K favorable to budget.

FYTD net results are \$99K favorable to the budgeted deficit after factoring \$27K of certain delayed spending.

The School Fund ended the month with a deficit of \$45K, which was unfavorable by \$18K to the budget.

- Monthly income of \$231K was unfavorable to budget by \$27K.
- Monthly expenses of \$276K were favorable to budget by \$9K.

FYTD net results are \$3K favorable to the budgeted deficit after factoring the \$9K of possible delayed spending for additional computer software that support the curriculum. The School Admin and Finance teams will complete a re-forecast for the school in September 2024 with actual enrollment numbers, anticipated spending, and updated salary and wages for all the new hires.

A closed business session around the Obligatory Sinking Fund with recommendations from the Finance Committee was presented. A motion was made by Damola Oshin to approve the updated language regarding the proposed policy. Eduardo Ramos seconded the motion. A voice vote was held on the motion and all members present voted affirmative.

Dion Garrett shared a Senior Pastor's Report with highlights that included the hiring of an HR Director, Michele Telle and the Assistant Director of Student Ministry & Worship, Mason Mitchell. Accounting support staff hires are in progress. Student Ministry has seen some record growth and participation that was recently shared in weekend worship.

The church staff continues to move ahead with the first round of Path Forward projects which includes some of the planned capital expenditures. This comprises renovating the Sanctuary East restrooms to create five, fully ADA compliant restrooms and the Kid's Ministry Restrooms.

Matt Hewitt and Dion Garrett shared information on Generations Counseling and a partnership that would provide support for mental health services and supplement the counseling services that our pastors currently provide. The desire through Path Forward is to create dedicated spaces for counseling. While we move towards Level 3, this partnership could jumpstart this goal.

There is lower than expected school enrollment for the current year. The school ministry team is moving full steam ahead with family tours who might be interested in joining at the beginning of the year.

A general discussion was had on the OKRs with a reflection on the things that have occurred this year and the growth we're seeing in giving and new team members.

A closing prayer was given by Annmarie Wallis. The meeting came to a close at 9:03 p.m.

Respectfully submitted,  
Annmarie Wallis  
Secretary

# Pathfinder & St. John School OKRs

FY25 – November 19, 2024

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## Objective #1: Expand Outreach and Engagement

### KR1: Average In-Person Worship Attendance Increased 10%

- Summary
  - Our October in-person worship attendance represented an 8% decrease compared to our January – June average. [WKND]
- Action Highlights
  - Our annual “Inspired” service was held 10/26-27, featuring four amazing stories of life change, and six baptisms! [WKND]
  - We sent out an email and social media post in order to advertise All Saints weekend on 11/2-3, which featured an activity giving those in attendance a chance to remember those who have passed. [WKND]
  - The 2024 COMMIT Class had their Rite of Confirmation service on 11/10. We had 46 students confirmed this year! Their families were in attendance and able to experience the Pathfinder worship culture. [WKND]
  - Christmas Experience is a wonderful way to draw in people from our community. We are hopeful that some of those who attend will be encouraged to attend our Christmas (and/or other) services. [ENG]
  - During our upcoming Advent season, we are offering a spiritual Pop-Up that will take place immediately before one of the mid-week Advent services. We hope that it encourages people to come early for community and stay for the worship service following. [ENG]
- Challenges
  - The Fall Middle School Retreat was amazing but may have siphoned off some worship attendance from the weekend of 10/5-6. [WKND]
- Next Steps
  - We are planning many special holiday services, including Thanksgiving Eve (11/27), Advent Midweeks (12/4 - 12/18), and Christmas services (12/23-25). [WKND]
  - In January we will try doing a separate segmented email to school families to encourage them to attend the January Baptism Orientation. [WKND]
  - We have been promoting Action Teams and Pop-Ups to school families through the St. John newsletter with the goal of more families finding community and ultimately Pathfinder worship. We are increasing our focus in this area. [ENG]

- In the upcoming winter/spring Action Team season, we have a new Action Team meeting around Lenten services. [ENG]
- The Growing Deeper Action Team and the Pathfinder Prayer Action Team continue to meet between services. [ENG]
- We met with the Director of Creek Valley, a resort style retirement community within walking distance of Pathfinder. The Director has invited the Engagement team to visit and share with the retirees what we have to offer Pathfinder, including Action Teams, Pop-Ups, and services. [ENG]

**KR2A: Increase Organic Social Media Reach by 10%**

- Summary
  - This KR is technically complete as we have more than 10x this goal. Our focus now is establishing a benchmark for future goals and OKRs.
- Action Highlights
  - We've engaged a social media consultant and an outsourced social media manager to help us build a stronger strategy. This looks like a very worthwhile and affordable partnership to increase reach. [BM&C]

**KR2B: Increase Paid Social Media Reach by 15%**

- Summary
  - This KR is complete as we have blown this goal away with over 40K% increase. As with our organic reach KR, our focus has turned towards establishing a benchmark for future goals / OKRs.

**KR3: Expand reach by distributing Pathfinder's content more broadly**

- Summary
  - This KR is in progress, but realistically at risk given we're heading into the busy holiday season. Work continues on the process of turning The Lost Craft of Hard Conversations into a book.
- Action Highlights
  - Pathfinder Music's single, "I Got Joy!" has reached 1,600 all-time streams on Spotify across the greater St. Louis area with 80% of those streams occurring on other profiles' playlists. [WKND]
- Next Steps
  - Pathfinder Music is working on some additional original songs.
  - Dion is strongly entertaining a monthly video podcast based around "pursuing whole life" to share of our whole life vision and practice with more people. - BM&C
  - Doug Mauss intends to finish a second book during the second half of the fiscal year, January - June.

## **KR4: Rebrand Action Teams and Establish Baseline of Outside Community Participation**

- Summary
  - We received a great deal of feedback from our Whole Life Advisory Team gatherings. We've shared with them the suggestions we implemented, some of which we were already working towards. We will continue our communication with these advisory team members and others whom we believe will be able to help us to guide and strengthen our offering. The goal is to assemble a team of 12 with two people representing each of the six Whole Life areas. Ideally, the group will help to inform Action Team programming. [ENG]
- Action Highlights
  - On the heels of the Inspired Service, we wanted to determine how Pathfinder could support those with addiction. We met with a Pathfinder couple who have community connections and a vested interest in addiction recovery. They had excellent ideas as to how Pathfinder might connect its members and attendees with existing community resources. We will soon explore with BM&C ways in which we can share the resources with our Pathfinder community. [ENG]
- Challenges
  - We believed going into our Whole Life Advisory Team gatherings that the participants we hand selected would be better connected to their community and provide us with names of colleagues or people they know who would be helpful in growing our outreach to the community. Thus far that has not been the case. We will reach out to our participants and continue the conversations as well as seek others who may be able to provide insight and ideas to guide and strengthen our offering. [ENG]
- Next Steps
  - Last month we shared that we were experiencing challenges in attracting men to Pop-Ups. We have put in place a Men's Speaker Series Action Team for the winter/spring launch and are very excited by its potential impact on building a community of growth-minded men. [ENG]
  - Our team has been brainstorming a group of passionate and community-connected Action Team "influencers" to help us promote Action Teams (Pop-Ups as well). We envision Action Team leaders and participants who will post and tag us on social media. [ENG]

## **Objective #2: Deepen Engagement and Participation**

### **KR1: Total of 75 Participants Attending "Explore Pathfinder"**

- Summary
  - November was our final Explore Pathfinder orientation for the year. A total of 30 people attended Explore Pathfinder from July through December. We missed our goal of 75



participants, but of greater concern is that we were 21 people shy of reaching our 51-participant count for the same period last year. [ENG]

- Action Highlights
  - We are witnessing those that do attend Explore Pathfinder taking their next step here in either finding community or serving, or both. [ENG]
  - We met with BM&C to put together a small and useful gift (branded notebook and pen) for our future attendees. The notebook and pen will be used for an activity during the orientation. The notebook will have a few Pathfinder ministry focused cards with QR codes and a Pathfinder car sticker. [ENG]
  - BM&C has been working with us to create short video clips of Explore Pathfinder attendees sharing what they got of orientation/why others should sign up. Two of the attendees from November were filmed and the footage looks promising. Once done, we'll use that footage in a service and potentially on our website. [ENG]
- Challenges
  - We know that those who attend get plugged in quickly to community and service. With our number of attendees down, we are continuing to look at how we message Explore Pathfinder and how we as church staff are inviting people to attend. [ENG]
  - We offered Surviving the Holidays Pop-Up and DivorceCare Pop-Up on the same day as November's Explore Pathfinder. We received feedback from one individual that they did not want to attend both on the same day. [ENG]
- Next Steps
  - A 22-year-old attendee of this month's Explore Pathfinder interested in helping the Engagement Team to launch Action Teams/Pop-Ups that encourage attendance by our younger demographic. Our goal is to invite members of other churches to any Pop-Ups or Action Teams that stem from our conversations with her. [ENG]

## **KR2: Grow Action Team Participation by 10% to 650 Unique Members**

- Summary
  - Our fall Action Team unique participant count has reached 650, hitting our goal of a 10% increase over our 2023 fall season. [ENG]
- Action Highlights
  - 147 of our participants in fall Action Teams were first-time participants! [ENG]
  - We have been focused on finding balance and connection with Action Teams and Pop-Ups. We successfully hosted two Pop-Ups which stem from two of our Care Action Teams, DivorceCare and GriefShare. The Pop-Ups were designed for those who were experiencing grief during this holiday season. [ENG]

- Challenges
  - 169 people participated in Prosper the City this year as compared to 177 last year. We are looking at how we messaged it this year versus last year to uncover any opportunities. [ENG]
- Next Steps
  - We are considering offering service-minded Action Teams in all seasons and discussing what that might look like. [ENG]
  - As Action Team Co-Directors plan for the upcoming season of Action Teams, they are looking at the longer winter-spring season as two smaller seasons and offering Action Teams for specific demographics accordingly. The goal is that this will allow for more opportunities to sign up for more Action Teams. [ENG]

### **KR3: Engage 500 People Across at least 10 Pop-Up Events**

- Summary
  - Through October, we have had 496 attendees of Pop-Ups. We will very soon reach our goal of 500. Our 2024 calendar year participant count for Pop-Ups is 902. [ENG]
- Action Highlights
  - Worship hosted a Pop-Up in October featuring “The Worship Shed” that saw a total of 85 attendees, many of whom were unique visitors to Pathfinder. [WKND]
  - Party with a Purpose Pop-Up had 62 attendees and launched a Lydia’s House Pop-Up scheduled for November. [ENG]
  - We have 7 Pop-Ups happening between November and December, including Advent by Candlelight, Dinner with a Pastor, and Lydia’s House. [ENG]
- Challenges
  - None at this time.
- Next Steps
  - Forty-nine people donated blood at the Red Cross Pop-Up we hosted. Since this event draws in people from our community, we recognize the opportunity to share with them other events that are happening at Pathfinder. For future events like this, we will have information about Pathfinder available to share with those attending. [ENG]
  - We mentioned last month that we were working to create Pop-Ups for men. Our F3 Action Team is helping out by offering a Pop-Up in January. [ENG]

### **KR4: Achieve a 10% increase in our Weekend Volunteer Pool**

- Summary
  - As of October, we increased our active volunteer pool by 1% to 501 unique volunteers.

- Action Highlights
  - Kids Min held two special serve events to attract new volunteers. Girlfriend Serve had four women attend and Dad Serve had five men attend. Follow-up was sent to all who participated to inform them of the various needs/opportunities we have for them to serve. [WKND]
  - An email was sent to all 6<sup>th</sup> grade families casting vision for 6<sup>th</sup> graders serving on a weekend team and spelling out the opportunities available. 6<sup>th</sup> grade is the time when our team has determined it is healthy for students to begin serving regularly. [WKND]
- Challenges
  - Kids Min has a shortage of adult volunteers. [WKND]
  - Kids Min Girlfriend and Dad Serve days resulted in 0 recruitment for permanent volunteers to our team. [WKND]
- Next Steps
  - A list of all non-serving regular attenders has been generated and Weekend Team will be reviewing it in order to make some personal invitations. [WKND]
  - A serve fair will be held 1/11-12. [WKND]

### **Objective #3: Achieve Fundraising Goals for Ministry Growth**

#### **KR1: Acquire 150 New Giving Units in FY25**

- Summary
  - October 2024 brought 8 new givers to Pathfinder. This brings our total fiscal-year-to-date up to 26 new givers, which is 24% higher than the same period last year.
- Action Highlights
  - We currently have 39 people who have given to the Path Forward Projects Fund. There is one giver to the projects fund who had not given anything previously.
  - We revived “I Love My Church.” While not specifically focused on generosity, we believe the warm feelings that I Love My Church inspires will ultimately be beneficial on the generosity front as well.
- Challenges
  - No specific challenges at this time.
- Next Steps
  - November and December are historically months where we see a significant jump in first-time givers.
  - Giving talks are utilizing the I Love My Church language and cards that people are filing out. We’re also focusing on letting people know how crucial November and December

giving are to our overall budget in general and our ability to move forward on the Path Forward project specifically.

### **KR2: Increase Average Number of Unique Giving Units per Month to 675**

- Summary
  - In October we had 641 unique giving units, which is 6 more giving units than September 2024, and 29 more giving units than the same period last year (July-October).
- Action Highlights
  - We're continuing to send monthly donor communications and find ways to steward our regular donors that give on a recurring basis.
- Challenges
  - There are no specific challenges at this time.
- Next Steps
  - November and December are historically big months where we see our average number of giving units increase by 50 and 150 additional giving units respectively. With Path Forward projects, we're hoping to engage additional giving units that are interesting in supporting the projects specifically.

### **KR3: Execute 100% of FY25 Annual Fund Fundraising Strategy**

- Summary
  - Steps were taken in October/November to follow the action plan laid out to increase engagement with the Annual Fund. The plan is 38% complete and on track. [STJ]
- Action Highlights
  - The third "Cougar Connect" newsletter went out via email at the end of October with a reminder of the perks of the Logos Society giving club.
  - Since August 1, we have had 11 independent givers. Of the 11, 4 are set up to be recurring donations.
  - We continue to grow our list of emails and addresses in order to widen our community reach.
  - We had a one-time \$10,000 gift from a current grandparent of a K-8 student.
- Next Steps
  - Prepare 2<sup>nd</sup> Annual Appeal mailer to go out November 15<sup>th</sup>.
  - Set up a young alumni event on campus for our current high school students.

### **KR4: Launch 1 Goal-Oriented Fundraising Strategy to Accomplish a Specific Project in Level 2 of Path Forward.**

- Summary
  - This KR is complete. We have launched Path Forward Projects and have developed the fundraising strategy for the Family Assist Sanctuary Restrooms.

## **KR5: Engage 50 Households through Legacy Giving focused Pop-Ups, Action Teams, or 1:1 engagement with gift planners from the LCMS Foundation**

- Summary
  - The LCMS Foundation reports \$894,000 in 25 gift plans that name Pathfinder as a beneficiary. 5 Households are currently in the *Lifetime Plan for Giving* process, and 7 new households have recently expressed an interest, for a grand total of 37 households. [WKND]
- Action Highlights
  - No specific actions this past month. Erich Faulstich from the LCMS Foundation is continuing to meet with people that have expressed interest in his services.
- Challenges
  - There are likely more Pathfinders who have a planned gift, but just haven't mentioned it to us. [WKND]
- Next Steps
  - Looking farther out: After Path Forward, we are planning on an estate giving emphasis to coincide with our 175<sup>th</sup> anniversary as a congregation. [WKND]

# ST. JOHN SCHOOL

A PERSONALIZED LEARNING ACADEMY

## First Quarter Strategic Goal Highlights

### Fundraising

#### Annual Fund FY25:

- Appeals
  - 1st Appeal went out in August, appeal follow up email went out
  - 2nd Appeal going out in November
    - \$18,000 out of \$80,000 annual budget projection
    - 13 individual donors with 4 being set up as recurring gifts
- Logos Society
  - Has been introduced to internal and external community
  - Currently 5 Logos Society members

#### Parent Teacher League (PTL)

- Fun Run - raised \$32,430 for PTL annual needs as well as the final tier of the playground
- Auction Feb 8th
  - 3 business sponsors (1-\$10,000, 2-\$2,500)
  - Many in-kind donations have come in as well as some “live auction” packages
  - Over 1,000 invitations went out in the mail
- Fund-a-Need
  - Finish Tier 2 of Playground - 9 square in the air will be purchased soon
  - Technology (replace obsolete items and buy some innovative technology to enhance student experience)

### Financing

#### Internal Audit

- Ensuring that school accounting is accurate based on accounting line

#### September Reforecast

- Cut budgeted areas: classroom supplies, athletic uniforms, furniture, etc. to help offset deficit budget

#### Enrollment/Recruitment

- Two returning students at the beginning of October (3rd grade and 1st grade)

### Curriculum

- Ensuring that each grade level has a robust curriculum
  - K-2 has robust curriculum for all core classes
  - 3-4 studios now have a base curriculum as well as a strong personalized learning platform
  - 5-8 have robust base curricula that are externally verified and are looking for a new robust personalized learning platform. 5-8 is also visiting schools to research and develop a schedule that best fits our personalized learning model
  - Spanish is now aligned K-8 in preparation to implement the opportunity next school year to leave STJ with the ability to test into level 2 for Freshman year of high school
- Continuing to align instruction, grading and reporting with Missouri State Standards
- Data conversations to provide appropriate intervention and extension when students need more time to learn a concept or are ready to move beyond current content.

### Community Engagement

## St. John @ CITYPARK

- New Families
- Raised \$845 for our scholarship fund (annual fund)

## Brew in the Lou

- Good community building

## Hot Dog It's Chili - Ellisville

- Recruitment and community connection for current families

## Business Walks

- Dr. Bergtholdt is visiting local businesses as introduction and to talk about STJ

## Soccer Field Banners & Gym Banner

- 5x7 banners \$600 for first year and \$400 annually after
  - 1 - paid, 5 verbally committed and collaborating on signage
- 5x7 exclusive gym sponsorship
  - Already committed at \$1,000

## Open House

- 14 families visited-ages ranging from 2 yrs to 6th gr. (historically fall has brought 6-8 visiting families)
- Student leaders received high praise!
- Parent volunteers really connected with families as they toured

## Marketing

- Social media engagement has increased both with internal families and our external community
- Testimonials have been shared by current parents that they enjoy the social media presence and engagement this school year
- Creation of promotional videos to tell our story from the lens of former students, current students, parents and leadership

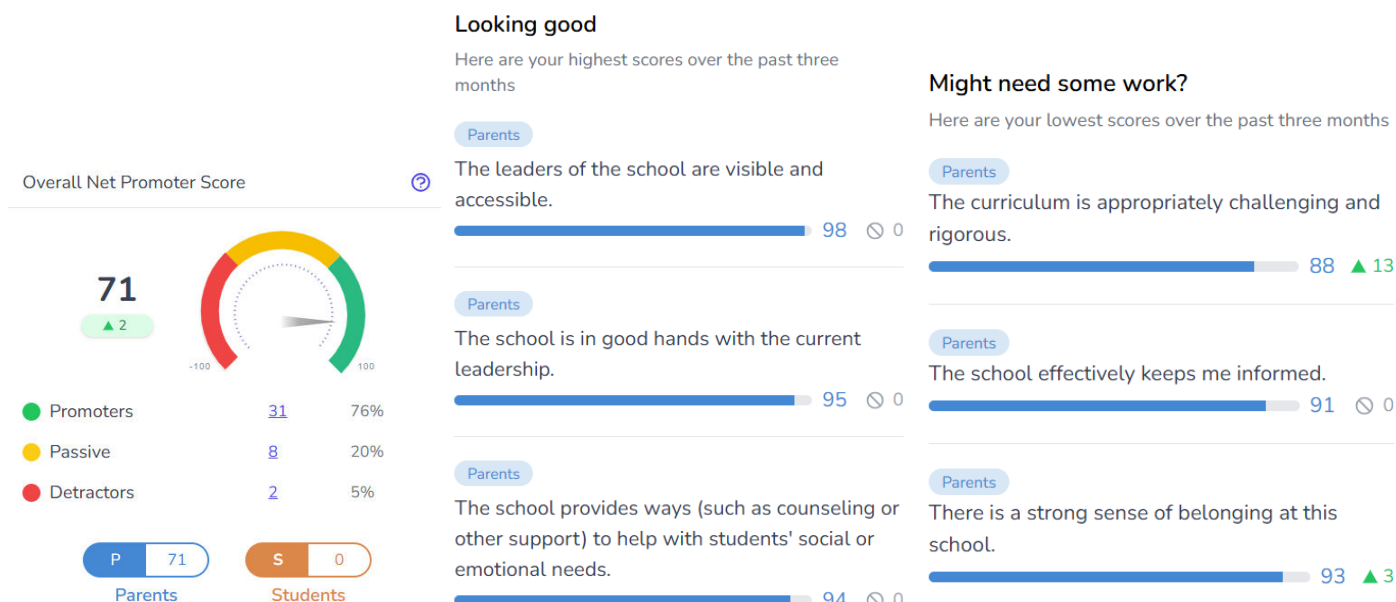
## Other highlights:

### Standardized Testing

- Our students are achieving above the national average in math and reading in all grade levels when compared to all schools that take the NWEA Map Growth Assessment.
- Our students are achieving well above the average in math and reading in all grade levels when compared to all lutheran schools nationally that take the NWEA Map Growth Assessment.

### Parent Pulse - Survey results from parents over the last 3 months

- The two detractors shared concerns about the middle school academic model and attrition in older grades





Oct-24

Sep-24

Aug-24

Jul-24

FY2025 FYTD

FY2024 FYTD

Change(FY0-FY1)

% Change(FY0-FY1)/FY1

OKR Data Comp

OKR Reference

**Worship Attendance Metrics**  
(Monthly & FYTD Averages)

Live Stream Hits*	583	499	533	497	528	556	-28	-5%	
5 pm Saturday*	115	127	131	127	125	110	15	14%	157 O1 KR1
9 am Sunday*	365	333	361	362	355	360	-5	-1%	376 O1 KR1
11 am Sunday*	348	342	382	335	352	348	4	1%	368 O1 KR1
Baptisms	9	5	6	4	24	17	7	41%	
Number of Members - Including Kids* (Updated Quarterly)	2960			2955	2958	2953	5	0%	

**Giving Metrics**

Total Unique Giving Units*	641	635	634	633	636	607	29	5%	675 O3 KR2
New Donors	8	5	7	6	26	21	5	24%	150 O3 KR1
Unique Electronic Recurring Givers*	388	392	385	383	387	331	57	17%	

**NextGen Metrics**

New Kids Min Registrations	13	15	30	5	63	60	3	5%	
Kids Min Unique Participants	314	291	270	51	384	417	-33	-8%	
New Core Registrations	7	16	91	0	107	110	-3	-3%	
CORE Unique Participants	80	89	82	64	121	132	-11	-8%	
New Summit Registrations	2	9	75	0	86	59	27	46%	
Summit Unique Participants	54	60	52	55	81	57	24	42%	

**Engagement Metrics**

<b>Explore Pathfinder Metrics</b>									
Total Explore Pathfinder Participants	2	5	17	0	24	27	-3	-11%	75 O2 KR1
<b>Action Team Metrics (Updated Seasonally)</b>									
First-Time Participants**	147	136	66	55	55	431	-376	-87%	
Total Unique Participants**	650	631	425	287	287	1065	-778	-73%	675 O2 KR2
<b>Pop-Up Metrics</b>									
Total Participants **	142	111	80	163	496	873	-377	-43%	500 O2 KR3
<b>Intensives Metrics</b>									
Total Unique Participants	0	0	16	0	16	9	7	78%	

**Website and Social Media Metrics**

Total Visits / Sessions**	7,317	7,996	7,445	7,799	7445	17385	-9940	-57%	
% Unique Visitors*	92%	93%	91%	93%	92%	89%	3%	3%	
% Search Traffic*	20%	17%	23%	25%	21%	28%	1%	-25%	
Organic Social Media Reach**	7345	7556	9465	18,742	35763	11,743	24020	205%	
Paid Social Media Reach**	21218	44419	760	24,009	44419	0	44419	0%	

**NPS Metrics**

Total Unique NPS Submissions	3	2	2	2	9	375	-366	-98%	
Promoters	100%	100%	100%	50%	88%	45%	43%	95%	
Passives	0%	0%	0%	50%	13%	16%	-4%	-22%	
Detractors	0%	0%	0%	0%	0%	39%	-39%	-100%	
Cumulative NPS Score	47	47	46	50	46%	44%	0	5%	

**School Metrics**

Early Childhood Enrollment	147	151	151	151	151	157	-6	-4%	
K-8 Enrollment	155	155	153	153	155	174	-19	-11%	
Total Enrollment	302	306	304	304	306	331	-25	-8%	

\* FYTD is an Average

\*\* FYTD is most recent month of FY not total

Blue = Manually Updated Metrics



**Pathfinder Church**  
Board of Directors Meeting  
November 2024

**Membership Changes – September 2024**

**New Members:**  
**Information Class:**  
Lynn Ruel

**Transfer:**  
None

**Released Members:**  
**Transferred Out:**  
None

**Release by Request:**  
Jill Grimshaw Ostmann

**Official Acts:**

**Baptisms:**  
Logan James Wilhoit (10-6-2024)  
Micah Matthew Spanovich (10-13-2024)  
Wesley David Glaser (10-20-2024)

**Weddings:**  
Sarah Louise Hootman & Kelemen Tarnok Lee (10-18-2024)

**Funerals:**  
Connie Khoury McCauley (Funeral 10-25-2024; Death 10-07-2024)

**Pathfinder Church**  
**Financial Notes**  
**Period Ending October 31, 2024**

Ministry Fund

Overview

The Ministry Fund ended with a \$31K deficit balance, which was \$14K favorable to the budgeted deficit for the month. The FYTD deficit of \$383K was \$201K favorable to the FYTD budgeted deficit.

- Giving in the current month was favorable to budget by \$35K and \$126K favorable FYTD.
- Monthly expenses were unfavorable to budgeted expenses by \$17K. FYTD expenses are \$96K favorable to budget.

FYTD net results are projected to be (\$82K), which is 183K favorable to the budgeted deficit after factoring in \$24K of delayed spending.

Pastoral Office

- No significant variances of note.

Operations

- \$32K unfavorable variance for Facilities
  - \$6.7K unfavorable variance for Fire Prevention Services budgeted in previous month
  - \$31K unfavorable variance for HVAC Maintenance for Commons repairs
  - \$5K favorable variance for salaries and benefits

Marketing and Creative

- \$5K favorable variance for Marketing & Creative due to \$3K favorable variance for salaries and benefits due to the vacant Brand Marketing & Creative Director role and \$3K favorable variance for Faith Matters Printing, which is included in certain delayed spending

Engagement Team Ministry

- \$2.5K favorable variance for revenues from Women Pop Ups and Bible study income and lower than budgeted expenses for Women Intensive.
- \$5.8K unfavorable for Staff Culture & Development due to \$7K payment for the HR software (Predictive Index) only \$4K was budgeted based on historical renewal costs.

Weekend Ministry Leadership

- \$5K favorable variance for Tech AV due a reclassification of prior month's spending which should have been classified as December Event.
- \$2.8K 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 \$37K, which was \$11K unfavorable to the budgeted deficit for the month and a FYTD unfavorable variance of \$18K.

- Income in the October was unfavorable to budgeted income by \$25K. FYTD income is \$89K unfavorable to budgeted income.
- Expenses in October were unfavorable to budgeted expenses by \$14K. FYTD expenses are \$71K unfavorable to budgeted expenses.

The School Fund ended the month with a net \$12K unfavorable variance for the month compared to the September Forecast. FYTD net results are projected to be (\$135K), which is \$29K unfavorable to the September reforecast and is \$49K unfavorable to the original budgeted deficit.

### Income

- \$4K unfavorable for childcare tuition
- \$3.5K unfavorable for Annual Fund donations
- \$2.8K favorable for Athletics income
- \$21K unfavorable for Budgeted Adjusted Income

### Expenses

- \$5K unfavorable for salary and benefits
- \$21K favorable for Budgeted Adjusted Expenses.

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

## Consolidated Balance Sheet

- Cash and Investments decreased by \$22K.
- Prepaid Expenses increased by \$19K due to
  - \$9K timing of an extra payment for Prepaid Insurance
  - \$5.2K for quarterly Rock support
  - \$3K for December event payments
  - \$3K timing of an extra copier lease payment
- Accounts Payable increased by \$5K due to PTL school gym spending.
- Deferred Tuition and Revenue decreased by \$29K primarily due to
  - \$26K decrease in deferred school tuition.
  - \$6K decrease in deferred revenue for October middle school retreat
  - \$1.5K decrease in deferred tuition for School of the Arts

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	0.099%	1,986.27
Savings	First Community CU	0.00%	10.00
Steward Acct.	LCEF	3.56%	51,682.08
Money Market	Vanguard	4.76%	947,015.22
Checking	Fifth Third Bank	2.67%	1,015,133.70
			<u>2,016,627.27</u>

Budgeted Financial Statement for Period 4 - October  
 24-25 Report 1: Income Statement  
 Company#: 1 Name: Pathfinder Church  
 Fiscal Year Beginning 7/1/2024

<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>
<b>MINISTRY FUND</b>							
3 General Offerings	\$4,889,357	\$394,692	\$359,438	\$35,254	\$1,415,603	\$1,289,723	\$125,880
<b>MINISTRY FUND INCOME</b>	<b>\$4,889,357</b>	<b>\$394,692</b>	<b>\$359,438</b>	<b>\$35,254</b>	<b>\$1,415,603</b>	<b>\$1,289,723</b>	<b>\$125,880</b>
<b>PASTORAL OFFICE</b>							
5 Pastoral Office	(\$660,660)	(\$51,571)	(\$53,500)	\$1,929	(\$217,347)	(\$221,366)	\$4,019
6 Stewardship	(\$11,661)	(\$2,026)	(\$465)	(\$1,561)	(\$2,628)	(\$3,125)	\$497
7 Care Ministries	(\$3,556)	(\$56)	(\$91)	\$35	(\$816)	(\$942)	\$126
<b>TOTAL PASTORAL OFFICE</b>	<b>(\$675,877)</b>	<b>(\$53,654)</b>	<b>(\$54,056)</b>	<b>\$402</b>	<b>(\$220,791)</b>	<b>(\$225,433)</b>	<b>\$4,642</b>
<b>OPERATIONS</b>							
9 Facilities	(\$1,029,264)	(\$107,450)	(\$75,580)	(\$31,870)	(\$504,987)	(\$505,880)	\$893
10 Finance & Administration	(\$654,179)	(\$51,202)	(\$52,659)	\$1,457	(\$212,388)	(\$218,998)	\$6,610
11 Mortgage/Debt	(\$702,016)	(\$56,615)	(\$57,298)	\$683	(\$226,829)	(\$228,894)	\$2,065
12 School Tuition Assistance	(\$155,268)	(\$12,939)	(\$12,939)	\$0	(\$51,756)	(\$51,756)	\$0
13 Technology	(\$102,692)	(\$7,730)	(\$8,591)	\$861	(\$36,213)	(\$37,764)	\$1,551
<b>TOTAL OPERATIONS</b>	<b>(\$2,643,419)</b>	<b>(\$235,936)</b>	<b>(\$207,067)</b>	<b>(\$28,869)</b>	<b>(\$1,032,173)</b>	<b>(\$1,043,292)</b>	<b>\$11,119</b>
<b>MARKETING &amp; CREATIVE</b>							
15 Marketing & Creative	(\$421,888)	(\$28,102)	(\$33,218)	\$5,116	(\$110,300)	(\$136,088)	\$25,788
16 Community Awareness	(\$5,600)	\$0	\$0	\$0	(\$6,973)	(\$6,800)	(\$173)
<b>TOTAL MARKETING &amp; CREATIVE</b>	<b>(\$427,488)</b>	<b>(\$28,102)</b>	<b>(\$33,218)</b>	<b>\$5,116</b>	<b>(\$117,273)</b>	<b>(\$142,888)</b>	<b>\$25,615</b>
<b>ENGAGEMENT TEAM MINISTRY</b>							
18 Engagement Team	(\$452,397)	(\$34,570)	(\$37,080)	\$2,510	(\$148,048)	(\$149,187)	\$1,139
19 Missions	(\$65,500)	\$120	\$0	\$120	(\$1,504)	(\$5,500)	\$3,996
20 Staff Culture & Development	(\$25,109)	(\$10,394)	(\$4,614)	(\$5,780)	(\$16,511)	(\$19,033)	\$2,522
21 Cafe'	(\$17,725)	(\$1,388)	(\$801)	(\$587)	(\$6,215)	(\$6,105)	(\$110)
22 Hospitality	(\$12,389)	(\$1,328)	(\$520)	(\$808)	(\$3,428)	(\$4,199)	\$771
<b>TOTAL ENGAGEMENT TEAM MINISTRY</b>	<b>(\$573,120)</b>	<b>(\$47,561)</b>	<b>(\$43,015)</b>	<b>(\$4,546)</b>	<b>(\$175,706)</b>	<b>(\$184,024)</b>	<b>\$8,318</b>
<b>WEEKEND MINISTRY</b>							
24 Tech AV	(\$189,414)	(\$8,453)	(\$13,125)	\$4,672	(\$54,785)	(\$61,925)	\$7,140
25 Kids Ministry	(\$232,205)	(\$16,819)	(\$18,916)	\$2,097	(\$70,672)	(\$72,902)	\$2,230
26 Student Ministry	(\$196,529)	(\$19,831)	(\$18,690)	(\$1,141)	(\$68,331)	(\$71,244)	\$2,913
27 Weekend Ministry Leadership	(\$8,432)	(\$2,079)	(\$277)	(\$1,802)	(\$5,138)	(\$4,586)	(\$552)
28 Worship	(\$207,892)	(\$13,633)	(\$16,438)	\$2,805	(\$53,902)	(\$67,922)	\$14,020
<b>TOTAL WEEKEND MINISTRY</b>	<b>(\$834,472)</b>	<b>(\$60,814)</b>	<b>(\$67,446)</b>	<b>\$6,632</b>	<b>(\$252,828)</b>	<b>(\$278,579)</b>	<b>\$25,751</b>
<b>TOTAL MINISTRY FUND</b>	<b>(\$265,019)</b>	<b>(\$31,375)</b>	<b>(\$45,364)</b>	<b>\$13,989</b>	<b>(\$383,168)</b>	<b>(\$584,493)</b>	<b>\$201,325</b>
<b>SCHOOL FUND</b>							
30 Income	\$3,128,995	\$233,412	\$258,836	(\$25,424)	\$988,817	\$1,077,693	(\$88,877)
31 Expenses	(\$3,215,755)	(\$270,732)	(\$285,116)	\$14,384	(\$1,015,220)	(\$1,086,574)	\$71,354
<b>TOTAL SCHOOL FUND</b>	<b>(\$86,760)</b>	<b>(\$37,320)</b>	<b>(\$26,280)</b>	<b>(\$11,040)</b>	<b>(\$26,403)</b>	<b>(\$8,881)</b>	<b>(\$17,522)</b>

Budgeted Financial Statement for Period 4 - October  
 24-25 Report 2: Income Stmt (Income Detail)  
 Company#: 1 Name: Pathfinder Church  
 Fiscal Year Beginning 7/1/2024

<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>
<b>MINISTRY FUND INCOME</b>							
<b>MINISTRY GIVING INCOME</b>							
3 Ministry Offerings	\$4,889,357	\$394,692	\$359,438	\$35,254	\$1,415,603	\$1,289,723	\$125,880
<b>TOTAL MINISTRY GIVING INCOME</b>	<b>\$4,889,357</b>	<b>\$394,692</b>	<b>\$359,438</b>	<b>\$35,254</b>	<b>\$1,415,603</b>	<b>\$1,289,723</b>	<b>\$125,880</b>
<b>PASTORAL OFFICE</b>							
<b>TOTAL PASTORAL OFFICE</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>OPERATIONS</b>							
7 Facilities	\$19,004	\$1,050	\$667	\$383	\$2,410	\$3,168	(\$758)
8 Finance & Administration	\$5,326	\$0	\$0	\$0	\$0	\$0	\$0
9 Investment Income	\$75,550	\$6,465	\$6,265	\$200	\$27,065	\$24,847	\$2,218
<b>TOTAL OPERATIONS</b>	<b>\$99,880</b>	<b>\$7,515</b>	<b>\$6,932</b>	<b>\$583</b>	<b>\$29,475</b>	<b>\$28,015</b>	<b>\$1,460</b>
<b>MARKETING &amp; CREATIVE</b>							
12 Marketing & Creative	\$32,650	\$1,659	\$3,290	(\$1,631)	\$5,411	\$10,080	(\$4,669)
13 Community Awareness	\$16,000	\$0	\$0	\$0	\$0	\$1,000	(\$1,000)
<b>TOTAL MARKETING &amp; CREATIVE</b>	<b>\$48,650</b>	<b>\$1,659</b>	<b>\$3,290</b>	<b>(\$1,631)</b>	<b>\$5,411</b>	<b>\$11,080</b>	<b>(\$5,669)</b>
<b>ENGAGEMENT TEAM MINISTRY</b>							
15 Engagement Team	\$55,100	\$2,049	\$850	\$1,199	\$12,273	\$18,200	(\$5,928)
16 Strategic Partner Support	\$13,000	\$120	\$0	\$120	\$280	\$4,000	(\$3,720)
17 Cafe'	\$26,697	\$233	\$3,125	(\$2,892)	\$2,522	\$8,266	(\$5,744)
18 Hospitality	\$3,250	\$77	\$575	(\$498)	\$1,641	\$1,450	\$191
<b>TOTAL ENGAGEMENT TEAM MINISTRY</b>	<b>\$98,047</b>	<b>\$2,479</b>	<b>\$4,550</b>	<b>(\$2,071)</b>	<b>\$16,715</b>	<b>\$31,916</b>	<b>(\$15,201)</b>
<b>WEEKEND MINISTRY</b>							
20 Tech AV	\$7,900	\$434	\$0	\$434	\$2,883	\$1,400	\$1,483
21 Kids Ministry	\$45,800	\$135	\$240	(\$105)	\$580	\$990	(\$410)
22 Student Ministry	\$74,550	\$5,915	\$7,500	(\$1,585)	\$23,045	\$25,050	(\$2,005)
<b>TOTAL WEEKEND MINISTRY</b>	<b>\$128,250</b>	<b>\$6,484</b>	<b>\$7,740</b>	<b>(\$1,256)</b>	<b>\$26,509</b>	<b>\$27,440</b>	<b>(\$931)</b>
<b>TOTAL MINISTRY FUND INCOME</b>	<b>\$5,264,184</b>	<b>\$412,828</b>	<b>\$381,950</b>	<b>\$30,878</b>	<b>\$1,493,712</b>	<b>\$1,388,174</b>	<b>\$105,538</b>
<b>SCHOOL INCOME</b>							
25 Tuition K-8	\$1,511,649	\$127,851	\$125,585	\$2,266	\$509,758	\$506,969	\$2,789
26 Tuition ECE	\$976,876	\$80,981	\$81,485	(\$504)	\$324,048	\$324,996	(\$947)
27 Tuition - Childcare	\$169,459	\$12,811	\$16,923	(\$4,112)	\$42,543	\$50,895	(\$8,352)
28 Annual Fund	\$81,339	\$1,494	\$5,000	(\$3,506)	\$8,116	\$15,339	(\$7,223)
29 PTL Support	\$16,000	\$0	\$0	\$0	\$0	\$0	\$0
31 Athletics	\$18,870	\$3,693	\$900	\$2,793	\$4,958	\$9,620	(\$4,662)
32 Learning Center Fees	\$6,000	\$775	\$550	\$225	\$1,450	\$1,100	\$350
33 Chapel/Mission Offerings	\$3,374	\$194	\$700	(\$506)	\$539	\$974	(\$435)
34 Field Trips	\$3,880	\$1,470	\$1,500	(\$30)	\$1,450	\$1,580	(\$130)
35 Other Income	\$46,699	\$4,591	\$5,590	(\$999)	\$18,084	\$19,059	(\$974)
36 Budgeted Adjusted Income	\$218,010	\$0	\$20,603	(\$20,603)	\$0	\$70,322	(\$70,322)
38 Online Enrollment/Registrations	\$76,840	(\$448)	\$0	(\$448)	\$77,871	\$76,840	\$1,030
<b>TOTAL SCHOOL INCOME</b>	<b>\$3,128,995</b>	<b>\$233,412</b>	<b>\$258,836</b>	<b>(\$25,424)</b>	<b>\$988,817</b>	<b>\$1,077,693</b>	<b>(\$88,877)</b>

Budgeted Financial Statement for Period 4 - October  
 24-25 Report 3: Income Stmt (Expense Detail)  
 Company#: 1 Name: Pathfinder Church  
 Fiscal Year Beginning 7/1/2024

<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>
<b>MINISTRY FUND EXPENSES</b>							
<b>PASTORAL OFFICE</b>							
3 Pastoral Office	(\$660,660)	(\$51,571)	(\$53,500)	\$1,929	(\$217,347)	(\$221,366)	\$4,019
4 Stewardship	(\$11,661)	(\$2,026)	(\$465)	(\$1,561)	(\$2,628)	(\$3,125)	\$497
5 Care Ministries	(\$3,556)	(\$56)	(\$91)	\$35	(\$816)	(\$942)	\$126
<b>TOTAL PASTORAL OFFICE</b>	<b>(\$675,877)</b>	<b>(\$53,654)</b>	<b>(\$54,056)</b>	<b>\$402</b>	<b>(\$220,791)</b>	<b>(\$225,433)</b>	<b>\$4,642</b>
<b>OPERATIONS</b>							
7 Facilities	(\$1,048,268)	(\$108,500)	(\$76,247)	(\$32,253)	(\$507,397)	(\$509,048)	\$1,651
8 Finance & Administration	(\$659,505)	(\$51,202)	(\$52,659)	\$1,457	(\$212,388)	(\$218,998)	\$6,610
9 Mortgage/Debt	(\$777,566)	(\$63,079)	(\$63,563)	\$484	(\$253,894)	(\$253,741)	(\$153)
10 School Tuition Assistance	(\$155,268)	(\$12,939)	(\$12,939)	\$0	(\$51,756)	(\$51,756)	\$0
11 Technology	(\$102,692)	(\$7,730)	(\$8,591)	\$861	(\$36,213)	(\$37,764)	\$1,551
<b>TOTAL OPERATIONS</b>	<b>(\$2,743,299)</b>	<b>(\$243,450)</b>	<b>(\$213,999)</b>	<b>(\$29,451)</b>	<b>(\$1,061,648)</b>	<b>(\$1,071,307)</b>	<b>\$9,659</b>
<b>MARKETING &amp; CREATIVE</b>							
13 Marketing & Creative	(\$454,538)	(\$29,761)	(\$36,508)	\$6,747	(\$115,711)	(\$146,168)	\$30,457
14 Community Awareness	(\$21,600)	\$0	\$0	\$0	(\$6,973)	(\$7,800)	\$827
<b>TOTAL MARKETING &amp; CREATIVE</b>	<b>(\$476,138)</b>	<b>(\$29,761)</b>	<b>(\$36,508)</b>	<b>\$6,747</b>	<b>(\$122,684)</b>	<b>(\$153,968)</b>	<b>\$31,284</b>
<b>ENGAGEMENT TEAM MINISTRY</b>							
16 Engagement Team	(\$507,497)	(\$36,619)	(\$37,930)	\$1,311	(\$160,320)	(\$167,387)	\$7,067
17 Strategic Partner Support	(\$78,500)	\$0	\$0	\$0	(\$1,784)	(\$9,500)	\$7,716
18 Staff Culture & Development	(\$25,109)	(\$10,394)	(\$4,614)	(\$5,780)	(\$16,511)	(\$19,033)	\$2,522
19 Cafe'	(\$44,422)	(\$1,621)	(\$3,926)	\$2,305	(\$8,736)	(\$14,371)	\$5,635
20 Hospitality	(\$15,639)	(\$1,405)	(\$1,095)	(\$310)	(\$5,069)	(\$5,649)	\$580
<b>TOTAL ENGAGEMENT TEAM MINISTRY</b>	<b>(\$671,167)</b>	<b>(\$50,040)</b>	<b>(\$47,565)</b>	<b>(\$2,475)</b>	<b>(\$192,420)</b>	<b>(\$215,940)</b>	<b>\$23,520</b>
<b>WEEKEND MINISTRY</b>							
22 Tech AV	(\$197,314)	(\$8,887)	(\$13,125)	\$4,238	(\$57,669)	(\$63,325)	\$5,656
23 Kids Ministry	(\$278,005)	(\$16,954)	(\$19,156)	\$2,202	(\$71,252)	(\$73,892)	\$2,640
24 Student Ministry	(\$271,079)	(\$25,746)	(\$26,190)	\$444	(\$91,376)	(\$96,294)	\$4,918
25 Weekend Ministry Leadership	(\$8,432)	(\$2,079)	(\$277)	(\$1,802)	(\$5,138)	(\$4,586)	(\$552)
26 Worship	(\$207,892)	(\$13,633)	(\$16,438)	\$2,805	(\$53,902)	(\$67,922)	\$14,020
<b>TOTAL WEEKEND MINISTRY</b>	<b>(\$962,722)</b>	<b>(\$67,298)</b>	<b>(\$75,186)</b>	<b>\$7,888</b>	<b>(\$279,337)</b>	<b>(\$306,019)</b>	<b>\$26,682</b>
<b>TOTAL MINISTRY FUND EXPENSES</b>	<b>(\$5,529,203)</b>	<b>(\$444,202)</b>	<b>(\$427,314)</b>	<b>(\$16,888)</b>	<b>(\$1,876,880)</b>	<b>(\$1,972,667)</b>	<b>\$95,787</b>
<b>SCHOOL EXPENSES</b>							
28 Salary, Wages, Benefits & Outsourced I	(\$2,428,639)	(\$220,753)	(\$215,377)	(\$5,376)	(\$776,302)	(\$764,915)	(\$11,386)
29 Classroom Supplies, Materials & Equipn	(\$57,470)	(\$4,289)	(\$5,200)	\$911	(\$46,145)	(\$45,570)	(\$575)
30 Conferences, Education & Developmen	(\$12,935)	\$0	(\$150)	\$150	(\$3,213)	(\$3,085)	(\$129)
31 Technology Services, Hardware & Softw	(\$28,200)	(\$2,937)	(\$2,122)	(\$815)	(\$11,289)	(\$11,234)	(\$55)
32 Centered Care Expenses	(\$130,245)	(\$13,977)	(\$13,455)	(\$522)	(\$39,751)	(\$38,979)	(\$772)
33 Athletic Events	(\$18,936)	(\$1,947)	(\$1,100)	(\$847)	(\$9,254)	(\$9,081)	(\$173)
34 Field Trips	(\$3,750)	(\$1,254)	(\$1,000)	(\$254)	(\$1,254)	(\$1,000)	(\$254)
35 Copier Expense	(\$12,313)	(\$821)	(\$1,500)	\$679	(\$2,540)	(\$3,513)	\$972
37 Missions	(\$250)	\$0	\$0	\$0	(\$250)	(\$250)	\$0
38 Fundraising Expense	(\$551)	(\$65)	\$0	(\$65)	(\$194)	(\$65)	(\$129)
39 Other Expenses	(\$321,942)	(\$24,690)	(\$23,860)	(\$830)	(\$125,028)	(\$126,572)	\$1,544
40 Budgeted Adjustment Expenses	(\$198,685)	\$0	(\$21,352)	\$21,352	\$0	(\$82,041)	\$82,041
41 School Lunch Expenses	(\$840)	\$0	\$0	\$0	\$0	(\$270)	\$270
42 Website Social Media	(\$1,000)	\$0	\$0	\$0	\$0	\$0	\$0
<b>TOTAL SCHOOL EXPENSES</b>	<b>(\$3,215,755)</b>	<b>(\$270,732)</b>	<b>(\$285,116)</b>	<b>\$14,384</b>	<b>(\$1,015,220)</b>	<b>(\$1,086,574)</b>	<b>\$71,354</b>

**Statement of Financial Position for Period 4 - October**  
**Company#: 1 Name: Pathfinder Church**  
**Fiscal Year Beginning 7/1/2024**

<u>Account</u>	<u>YTD</u> Current	<u>Prior</u> Period	<u>FYE</u> 23-24	<u>FYE</u> 22-23
<b>Assets</b>				
<b>Current Assets - Unrestricted</b>				
Cash and Investments	\$2,023,587	\$2,045,333	\$2,029,639	\$2,093,435
Accounts Receivable	\$67,357	\$67,450	\$27,999	\$31,364
Inventory	\$2,525	\$2,605	\$3,595	\$3,136
Prepaid Expenses	\$46,695	\$27,210	\$73,199	\$59,597
<b>Total Current Assets - Unrestricted</b>	<b>\$2,140,164</b>	<b>\$2,142,599</b>	<b>\$2,134,432</b>	<b>\$2,187,532</b>
<b>Fixed Assets</b>				
Land	\$2,545,030	\$2,545,030	\$2,545,030	\$2,422,932
Buildings	\$25,704,798	\$25,704,798	\$25,704,798	\$25,614,723
Furniture/Fixtures/Technology	\$2,042,531	\$2,042,531	\$2,042,531	\$2,048,976
Capitalized Interest	\$46,465	\$46,465	\$46,465	\$46,465
Less Accumulated Depreciation	(\$18,899,194)	(\$18,899,194)	(\$18,899,194)	(\$18,170,657)
<b>Total Fixed Assets</b>	<b>\$11,439,631</b>	<b>\$11,439,631</b>	<b>\$11,439,631</b>	<b>\$11,962,439</b>
<b>Other Assets</b>				
Deferred Financing Costs	\$3,210	\$4,268	\$7,440	\$20,856
Other Assets	\$268,843	\$270,277	\$274,579	\$280,469
Operating Lease Asset	\$125,132	\$125,132	\$125,132	\$155,258
<b>Total Other Assets</b>	<b>\$397,185</b>	<b>\$399,677</b>	<b>\$407,151</b>	<b>\$456,584</b>
<b>Total Assets</b>	<b>\$13,976,980</b>	<b>\$13,981,906</b>	<b>\$13,981,214</b>	<b>\$14,606,555</b>
<b>Liabilities and Net Assets</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
Accounts Payable	\$77,446	\$72,348	\$120,405	\$119,041
Accrued Expenses	\$191,915	\$189,305	\$165,419	\$177,982
Deferred Tuition and Revenue	\$289,829	\$319,002	\$84,319	\$131,917
Current Maturities of LT Debt	\$560,000	\$560,000	\$560,000	\$525,000
Current Operating Lease Liability	\$31,438	\$31,438	\$31,438	\$30,126
<b>Total Current Liabilities</b>	<b>\$1,150,628</b>	<b>\$1,172,093</b>	<b>\$961,582</b>	<b>\$984,066</b>
<b>Long-Term Liabilities</b>				
Long Term Loan Payable	\$4,165,000	\$4,165,000	\$4,165,000	\$4,725,000
Long Term Operating Lease Liability	\$93,694	\$93,694	\$93,694	\$125,132
<b>Total Long-Term Liabilities</b>	<b>\$4,258,694</b>	<b>\$4,258,694</b>	<b>\$4,258,694</b>	<b>\$4,850,132</b>
Interfund Payables/Receivables	\$81	\$0	\$0	\$0
<b>Total Liabilities</b>	<b>\$5,409,403</b>	<b>\$5,430,788</b>	<b>\$5,220,276</b>	<b>\$5,834,198</b>
<b>Net Assets</b>				
Ministry Fund Operating	\$733,035	\$764,410	\$1,116,204	\$988,248
School Fund Operating	(\$77,930)	(\$40,610)	(\$51,527)	(\$49,905)
Building Fund	\$7,644,192	\$7,597,527	\$7,457,497	\$7,437,605
Launch	\$0	\$0	\$0	\$7,500
All Others	\$268,280	\$229,791	\$238,764	\$388,908
<b>Total Net Assets</b>	<b>\$8,567,578</b>	<b>\$8,551,119</b>	<b>\$8,760,938</b>	<b>\$8,772,356</b>
<b>Total Liabilities and Net Assets</b>	<b>(\$13,976,980)</b>	<b>(\$13,981,906)</b>	<b>(\$13,981,214)</b>	<b>(\$14,606,555)</b>



**24-25 Detail 5: Cash and Liquidity Position Summary**  
**Company#: 1 Name: Pathfinder Church**  
**Fiscal Year Beginning 7/1/2024**

	24/25 October	24/25 September	FY 23/24 June	FY 22/23 June	FY 21/22 June	FY 20/21 June
<b>Cash and Investments</b>						
Total Cash and Investments *	\$ 2,023,587	\$ 2,045,333	\$ 2,029,639	\$ 2,093,435	\$ 1,681,853	\$ 1,891,968
<b>Temp. Restricted Funds (Internally Managed)</b>						
Launch	-	-	-	7,500	27,500	161,944
School Scholarship Fund	80,324	80,813	87,976	110,143	169,941	107,539
Parent Teachers League	46,113	23,455	24,119	146,429	63,445	67,491
Chris Toomey Student Mission Fund	-	-	-	-	38,134	-
MF Temporarily Restricted	31,732	11,036	-	865	5,731	3,629
Christ In Action	-	-	-	-	-	23,799
School of the Arts	(1,486)	(1,512)	(849)	5,396	6,087	4,047
Endowment Fund	50,430	50,430	47,918	45,478	43,195	41,007
Other	-	-	-	207	207	207
	207,113	164,222	159,164	316,018	354,240	409,663
<b>Excess/(Underfunded) Balance pre Affiliate Funds</b>	1,816,474	1,881,111	1,870,475	1,777,417	1,327,613	1,482,305
<b>Temp. Restricted Funds (Affiliate Controlled)</b>						
Boy Scout Troop #782	10,920	10,957	11,070	13,978	17,282	21,410
MOPS	16,366	19,030	20,062	26,168	32,182	29,676
Soccer Association	24,076	25,828	37,715	29,575	27,275	18,684
Illuminations - Puppet Ministry	9,805	9,755	9,605	9,005	8,406	7,806
All Other	-	-	-	717	717	717
Total Ongoing Fund Balances	61,167	65,570	78,452	79,443	85,862	78,293
<b>Excess/(Underfunded) Core Cash Balance</b>	\$ 1,755,307	\$ 1,815,541	\$ 1,792,023	\$ 1,697,974	\$ 1,241,751	\$ 1,404,012
<b>Analysis of Monthly Fluctuations in Core Cash Balance</b>						
Increase / (Decrease) in Month End Core Cash	\$ (60,234)	\$ (95,000)	\$ (33,634)	\$ 73,250	\$ (360,505)	\$ (188,210)
<b>Components Driving Change in Core Cash</b>						
Monthly Surplus / (Deficit) Ministry Fund	(31,375)	(47,567)	36,729	129,515	(144,443)	(42,336)
Monthly Surplus / (Deficit) School Fund	37,320	(36,986)	44,290	47,988	(139,910)	(104,489)
	5,945	(84,553)	81,019	177,503	(284,353)	(146,825)
Ministry Fund: noncash expense for Debt Principal Payment of Annual Debt Principal from Core Cash	46,665	46,665	46,700	43,750	40,500	38,000
School Grant Received School Grant: noncash revenue						
Increase / (Decrease) in Prepaid School Tuition	(26,662)	(33,881)	(173,944)	(188,155)	(157,307)	(138,815)
*** Decrease / (Increase) in Other Working Capital	(86,182)	(23,231)	12,591	40,152	40,655	59,430
Total Incr. / (Decr.) in Month End Core Cash	(60,234)	(95,000)	(33,634)	73,250	(360,505)	(188,210)
*** - This amount is an aggregation of all other increases and decreases not separately identified						
	in balance?-->	TRUE	TRUE	TRUE	TRUE	TRUE
<b>Working Capital Change Detail</b>						
Current Month Deferred Tuition Liability**	278,246	304,908	4,326	35,021	40,290	15,055
Prior Month Deferred Tuition Liability	304,908	338,789	181,682	224,526	198,647	155,370
Source of Cash / (Use of Cash): Deferred Tuition	(26,662)	(33,881)	(177,356)	(189,505)	(158,357)	(140,315)
Current Month Deferred Registration Fees Liability			62,174	72,988	59,144	51,006
Prior Month Deferred Registration Fees Liability	-	-	58,762	71,638	58,094	49,506
Source of Cash / (Use of Cash): Deferred Tuition	-	-	3,412	1,350	1,050	1,500
<b>Additional Liquidity Information</b>						
Sources:						
Line of Credit Availability	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000
Borrowings Outstanding						
Available Liquidity	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000

\* Per General Ledger

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

	Forecasted Quarter Ending			Actuals at				
	June-25	March-25	December-24	October-24	June-24	June-23	June-22	June-21
<b>Cash and Investments</b>								
Total Cash and Investments *	\$ 1,816,418	\$ 2,109,953	\$ 2,322,139	\$ 2,023,587	\$ 2,029,639	\$ 2,093,435	\$ 1,681,853	\$ 1,891,968
Less: Insurance claim proceeds to be expended	-	-	-	-	-	-	-	-
Less: PPP Loan	-	-	-	-	-	-	-	-
Bond principle pymt consistency adj.	-	-	-	-	-	-	-	-
Adjusted Cash and Investments	1,816,418	2,109,953	2,322,139	2,023,587	2,029,639	2,093,435	1,681,853	1,891,968
<b>Days Cash on Hand - Total Cash<sup>1</sup></b>	<b>91.5</b>	<b>106.3</b>	<b>117.0</b>	<b>101.9</b>	<b>105.2</b>	<b>111.1</b>	<b>96.9</b>	<b>119.7</b>
<b>Temp. Restricted Funds (Internally Managed)</b>								
Launch	-	-	-	-	-	7,500	27,500	161,944
NEXT CapX Available for Expenditure	-	-	-	-	-	-	-	-
School Scholarship Fund	60,620	68,009	75,398	80,324	87,976	110,143	169,941	107,539
Parent Teachers League	45,813	106,813	47,063	46,113	24,119	146,429	63,445	67,491
Chris Toomey Student Mission Fund	-	-	-	-	-	-	-	-
MF Temporarily Restricted	-	-	-	31,732	-	865	5,731	3,729
Missions Designated Gifts	-	-	-	-	-	-	-	-
Christ In Action	-	-	-	-	-	-	-	23,799
School of the Arts	(1,354)	(1,366)	(1,296)	(1,486)	(849)	5,396	6,087	4,047
Endowment Fund	50,430	50,430	50,430	50,430	47,918	45,478	43,195	41,007
Other	-	-	-	-	-	207	207	207
	155,509	223,886	171,595	207,113	159,164	316,018	354,240	409,763
<b>Excess/(Underfunded) Balance pre Affiliate Funds</b>	<b>1,660,908</b>	<b>1,886,068</b>	<b>2,150,545</b>	<b>1,816,474</b>	<b>1,870,475</b>	<b>1,777,417</b>	<b>1,327,613</b>	<b>1,482,205</b>
<b>Temp. Restricted Funds (Affiliate Controlled)</b>								
Boy Scout Troop #782	10,993	10,985	11,004	10,920	11,070	13,978	17,282	21,410
Cub Scout Pack #782	-	-	-	-	-	-	-	-
MOPS	18,742	18,548	19,045	16,366	20,062	26,168	32,182	29,676
Soccer Association	26,976	26,936	25,161	24,076	37,715	29,575	27,275	18,684
Illuminations - Puppet Ministry	9,636	9,607	9,553	9,805	9,605	9,005	8,406	7,806
All Other	-	-	-	-	-	717	717	717
Total Ongoing Fund Balances	66,346	66,076	64,763	61,167	78,452	79,443	85,862	78,293
<b>Excess/(Underfunded) Core Cash Balance</b>	<b>\$ 1,594,562</b>	<b>\$ 1,819,992</b>	<b>\$ 2,085,782</b>	<b>\$ 1,755,307</b>	<b>\$ 1,792,023</b>	<b>\$ 1,697,974</b>	<b>\$ 1,241,751</b>	<b>\$ 1,403,912</b>
<b>Days Cash on Hand - Core Cash<sup>1</sup></b>	<b>80.3</b>	<b>91.7</b>	<b>105.1</b>	<b>88.4</b>	<b>92.9</b>	<b>90.1</b>	<b>71.6</b>	<b>88.9</b>
<b>Analysis of Monthly Fluctuations in Core Cash Balance</b>								
Increase / (Decrease) in Month End Core Cash	\$ (225,429)	\$ (265,790)	\$ 330,475	\$ (36,716)	\$ 94,049	\$ 456,223	\$ (162,161)	\$ 945,940
<b>Components Driving Change in Core Cash</b>								
Monthly Surplus / (Deficit) Ministry Fund	(73,567)	37,436	360,747	(383,168)	117,824	242,239	169,177	594,004
Monthly Surplus / (Deficit) School Fund	(30,771)	(54,215)	(23,936)	(26,403)	(3,483)	26,388	37,447	301,206
Total Surplus / (Deficit) for the Month	(104,338)	(16,779)	336,811	(409,571)	114,341	268,627	206,624	895,210
Deferred Spending - GF	-	-	(23,800)	-	-	-	(33,542)	-
Deferred Spending - School	-	-	-	-	-	-	-	-
Ministry Fund: noncash expense for Debt Principal	150,000	150,000	93,333	186,667	542,500	505,000	469,500	438,000
Payment of Annual Debt Principal from Core Cash	-	(560,000)	-	-	(525,000)	(485,000)	(455,000)	(420,000)
Additional Debt Principal	-	-	-	-	-	750,000	750,000	-
Campus Stewardship Capital Expenditures	-	-	-	-	-	(280,379)	(1,489,075)	-
School Grant Received	-	-	-	-	-	7,800	-	-
School Grant: noncash revenue	-	-	-	-	-	-	-	(25,402)
Increase / (Decrease) in AP Accrual for Capex	-	-	-	-	-	(389,000)	389,000	(28,280)
Increase / (Decrease) in Prepaid School Tuition	(294,064)	102,573	(20,038)	211,746	(41,509)	8,575	33,373	13,677
NEXT CapX: Monthly (Increase)/Decrease in Kitty	-	-	-	-	-	-	-	28,144
** Decrease / (Increase) in Other Working Capital	22,973	58,415	(55,831)	(25,558)	3,717	70,600	(33,041)	44,591
Total Incr. / (Decr.) in Month End Core Cash	(225,429)	(265,790)	330,475	(36,716)	94,049	456,223	(162,161)	945,940
in balance?-->	\$ (0.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
** - This amount is an aggregation of all other increases and decreases not separately identified								
<b>Working Capital Change Detail</b>								
Current Month Deferred Tuition Liability	4,542	307,244	258,208	278,246	4,326	35,021	40,290	15,055
Prior Month Deferred Tuition Liability	190,766	364,817	312,530	304,908	181,682	224,526	198,647	155,370
Source of Cash / (Use of Cash): Deferred Tuition	(186,224)	(57,574)	(54,323)	(26,662)	(177,356)	(189,505)	(158,357)	(140,315)
Current Month Deferred Registration Fees Liability	62,174	53,537	-	-	62,174	72,988	59,144	51,006
Prior Month Deferred Registration Fees Liability	58,762	45,067	-	-	58,762	71,638	58,094	49,506
Source of Cash / (Use of Cash): Deferred Tuition	3,412	8,470	-	-	3,412	1,350	1,050	1,500

\* Per General Ledger

<sup>1</sup> 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, \$19,300 for FY24, and \$19,850 for FY25 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**  
**FY24/25**  
**As of October, 31, 2024**

**Ministry Fund**

Department	Dept. #	Account	Actual	Budget	Difference	Will More Exp. Occur?	When	Certain	Possible
Tech A/V	114	Tech Equipment Worship	5,430	9,200	(3,770)	No			
Facilities	120	Property Maintenance	2,469	6,000	(3,531)	Yes	Var		3,500
Facilities	120	Capital Improvements	140,734	165,877	(25,143)	Yes	Nov/Dec	16,800	
Technology	121	Hardware Purchases	1,025	5,000	(3,975)	No			
Staff Culture & Development	145	Employee Relocation	76	5,000	(4,924)	No			
Marketing & Creative	200	Faith Matters Printing	2,714	6,200	(3,486)	Yes	Nov/Dec	3,500	
Marketing & Creative	200	Advertising/Marketing	4,971	11,000	(6,029)	No			
Strategic Partner Support	380	Missions Week	723	5,000	(4,277)	No			
-									
			\$ 8,484	\$ 27,200	\$ (18,716)			\$ 20,300	\$ 3,500

**School Fund**

Department	Dept. #	Account	Actual	Budget	Difference	Will More Exp. Occur?	When	Certain	Possible
-									
-									
			\$ -	\$ -	\$ -			\$ -	\$ -