

Treasurer's Report - First Unitarian Church of Wilmington, DE  
 July 16, 2018 Board Meeting Report on June 30, 2018 Financials  
 Month 12 of Fiscal Year 2017-2018

Year-to-Date Operating Results – June, 2018	YTD Dollars	% of Annual Budget	Comments	Last Year 06/30/2017	Year-over-Year Change	Two Years Ago 06/30/2016	2017 vs 2015 Change	Three Years Ago 06/30/2015
Pledge income	\$474,223	95.4%	Lower than last yr's 102.2%	\$500,912	(\$26,689)	\$469,643	\$4,580	\$479,376
Operating income	\$714,044	98.6%	Lower than last yr's 102.8%	\$743,662	(\$29,618)	\$714,188	(\$144)	\$718,489
Operating expense	\$714,044	98.6%	Lower than last yr's 102.7%	\$743,662	(\$29,618)	\$714,188	(\$144)	\$718,489
Operating Gain (Loss)	\$0	Last Month		\$0	\$0	\$0	\$0	\$0
		\$32,402						

% of Operating Budget for Personnel = 59.2% 55.7%  
 [Actual Personnel Costs = \$423,042 / Actual Operating Income = \$714,044] = 59.2%

Balance Sheet items as of June 30, 2018 compared to May 31, 2018	This Month	Last Month	Monthly Change	Last Year 06/30/2017	Year-over-Year Change	Two Years Ago 06/30/2016	2018 vs 2016 Change
"Operating" checking & Search Comm Checking	\$62,269	\$57,279	\$4,990	\$112,515	(\$50,246)	\$130,712	(\$68,443)
Capital Campaign	#####	\$1,286,932	\$3,400	\$1,207,718	\$82,614	#####	\$112,990
"Funds" account (Savings)	\$56,565	\$56,569	(\$4)	\$56,605	(\$40)	\$56,594	(\$29)
Janney Money Market Savings	\$218,740	\$219,136	(\$396)	\$186,318	\$32,422	\$170,237	\$48,503
Endowment = Heritage Fund + \$27K Insurance Policy	\$838,918	\$863,385	(\$24,467)	\$795,989	\$42,929	\$620,677	\$218,241
Booster Card Inventory	\$0	\$0	\$0	\$17,100	(\$17,100)	\$20,300	(\$20,300)
Petty Cash	\$50	\$50	\$0	\$50	\$0	\$50	\$0
Total Assets	#####	\$2,483,351	(\$16,477)	\$2,376,295	\$90,579	#####	\$290,962
% Change			-0.66%				3.81%
Reserves							
Audit	\$3,600	\$2,400	\$1,200	\$2,400	\$1,200	\$1,200	\$2,400
Sabbaticals	\$2,303	\$1,303	\$1,000	\$2,600	(\$297)	\$1,600	\$703
Search	\$16,318	\$14,856	\$1,462	\$15,121	\$1,197	\$13,435	\$2,883
EEC	\$24,000	\$20,500	\$3,500	\$20,500	\$3,500	\$16,000	\$8,000
General (unrestricted)	\$53,845	\$53,845	\$0	\$53,845	\$0	\$53,845	\$0
Maintenance & Capital Expenditures (existing buildings & computers)	\$83,664	\$59,599	\$24,065	\$97,672	(\$14,008)	\$57,932	\$25,732
Total Reserves	\$183,730	\$152,503	\$31,227	\$192,138	(\$8,408)	\$144,012	\$39,718
% of Total Assets	7.4%	6.1%		8.1%		6.6%	

Summary

We end this fiscal year with very good results. Here are the highlights:

- 1) funded over \$31K to Reserves including:
  - \$24K to Building Maint Reserves (\$3K higher than budget but \$21K lower than last year)
  - \$1.2K to Audit Reserve (as budgeted; same as last year)
  - \$3.5K to Rental Reserve (as budgeted; \$1K lower than last year)
  - \$1K to Sabbatical Reserves (as budgeted; same as last year)
  - \$1.5K to Search Reserves (\$1.5K higher than budget; \$0.9 lower than last year)
- 2) our congregation was very generous to charities via special and designated offerings the total was over \$37K which is \$11K more than budgeted
- 3) Salaries & Benefits were essentially on budget
  - our percentage of Income spent on Personnel has fallen from 69% in 2014, to 63.7% in 2015, 56.0% in 2016 and 55.7% in 2017 and then rose to 59.2% as a result of salary increases and higher benefit costs partially offset by lower Professional expenses)

Variations from Budget of more than \$1K (\$1000):

Income: Higher than Budget

- 1) Rental income by \$2.9K due to higher non-EEC rental income
- 2) Non-Pledged income by \$2.2K

Income: Lower than Budget

- 1) Pledge income by \$22.9K primarily due to lower prior year pledges
- 2) Undesignated Plate Offering by \$3K
- 3) Booster Card income by \$1.6K due to termination of program
- 4) Coffee Hour income by \$1.1K

Expenses: Lower than Budget

- 1) Professional Expenses by \$5.8K
- 2) Office Expenses by \$5.7K
- 3) Financial Expenses by \$1.3K
- 4) Maintenance & Repairs by \$7.6K
- 5) Utilities by \$1.3K
- 6) Cleaning Contractor by \$2.5K
- 7) Building Safety by \$5.2K
- 8) Music by \$1.7K
- 9) Outreach by \$1K
- 10) Board Governance by \$1.2K

Expenses: Higher than Budget

- 1) Benefits by \$3.6K due to unforecast health care insurance need
- 2) Grounds Care by \$1.4K due to higher number of snow removal events

The Balance sheet is lower than last month due to spending higher than income.  
 Our Total Assets have increased by \$90K in the past year due to our investments.  
 Our Reserves are \$8.4K lower than our peak year of last year.

For our Buildings, we funded \$23K to Maintenance Reserve + spent \$61K in building repair work (\$23K from Operating and \$38K from Capital Reserve funds) for a total of \$84K. Compared to our base year of 2014-2015 where we funded Maint Reserves of \$13.4K and spent \$24.8K on building repair work totaling \$38.2K. This is over 2 times more for our building.

Overall, from a financial standpoint, this was a very good fiscal year.

Congratulations to the Executive Team for their work in achieving these very good results and to the generosity of our Congregation for providing additional donations!  
 Steven R. Cohen, Treasurer (stevencohen@comcast.net, telephone: 302-475-5814, cell: 302-545-9056)

## Balance Sheet Accounts

## Brief Explanation

### “Operating” checking account:

PNCBank Checking Account for routine Church Operations

### Capital Campaign:

Funds raised for building new sanctuary. Funds are invested by the Investment Committee (some in CDs and some in the UUA Common Endowment Fund)

### “Funds” account (Savings)

Citizens Bank Savings account where money for Committees is held separately from Operating funds. Examples are Alliance, BookCorner, ILYA, etc

### Janney Money Market Savings

When members donate stock to the Church, our broker (Janney Montgomery Scott, LLC) immediately sells it and puts the funds in this account

### Endowment and designated funds

Also known as the Heritage Fund - bequests made to the Church for perpetual contributions to Operating Income. Funds are invested for the Long-term by the Investment Committee according to the Investment Policy. ET and Board decide how much to withdraw from the fund (minimum of 3%, maximum of 5%) for the fiscal year. Also, includes current value of insurance policy donated by the Pinsons.

### Booster Card Inventory

Total Value of all Gift Cards (supermarkets, Wawa, Starbucks, etc) to be sold after Service. Program was ended in 2018.

### Petty Cash

Fixed amount of \$50 that always appears on the Balance Sheet

### Total Assets

## Reserves

Money Market Savings accounts

### Audit

Value of reserves set aside for future external audit

### Sabbaticals

Value of reserves set aside for sabbaticals for professional staff per

### Search

Value of reserves set aside for future Search for Ministers or

### EEC

Value of reserves set aside for possible EEC rental termination. To cover gap until another tenant can be found

### General (unrestricted)

Value of reserves set aside for any special future expenses that are

### Maintenance & Capital

Value of reserves set aside for Building and Grounds improvements

### Expenditures (existing buildings & computers)

as well as our computers. Does not include funds for the new sanctuary. Goal is to keep \$50,000 to \$100,000 in this account for

### Total Reserves