# 2021 **UUCA** Operating Budget Proposal for December 6, 2020 **Congregational Meeting** Kari Alperovitz-Bichell - UUCA Finance Officer

Our Budget funds what we care deeply about...

### **Inspiring Ministry**

Vibrant Sunday Worship High-Quality Children and Youth Programming **Promoting Social justice** Living our 8<sup>th</sup> Principle Building the Beloved Community **Strong Pastoral Care Maintaining our Church Building and our Land Funding Salaries Fairly Promoting Environmental Justice** And more

## Thanks

### This year is a little different...

# The Budgeting process

- Professional team
- Finance Committee:

(Charlie Gross, Rob Malone, Liz Yoder, Stan Haavik, Jackie Heimbuch, Dan Moreau (thru 11/20), Lois Findlay (from 11/20), Kari Alperovitz-Bichell

- Board
- "Conversation" meetings congregation to hear details, give input
- Board
- •Congregational vote to ACCEPT or REJECT this budget TODAY
- •Ongoing monthly oversight by Exec team, Finance Committee, Board

#### UUCA DRAFT BUDGET - 2021 (Compared to 2020 Budget)

| Revenues  |                |          |
|---|----------------|----------|
| Arts Council  | \$4,000        | \$1.00   |
|   | \$1,000        | \$1,00   |
| Bookstore   |                | *        |
| Building Use  | \$27,500       | \$7,25   |
| Contributions - Current year Commitments (paid pledges)                       | \$560,000      | \$617,00 |
| Contributions - Sunday plate, End of Year Appeal, other contributions)        | \$47,500       | \$47,50  |
| Transition Fund (donation for 3 years - ends in 2020)                         | \$19,000       | 9        |
| Social Justice Outreach Ministry  | \$62,650       | \$63.45  |
| Fundraising   | \$25,500       | \$23.00  |
| Camp Beagle and non member faith formation fee                                | \$14,800       | \$13.05  |
|   | \$6,000        | \$10,00  |
| Grants (ends in 2020)   |                |          |
| Interest & Dividend Income  | \$1,700        | \$10     |
| Remaining proceeds from Piano sale  | SO             | \$5,39   |
| Endowment Fund  | \$10,000       | \$35,00  |
| Abernethy Bequest funds used for 2021 Music/Musicians                         | \$0            | \$6,80   |
| Total Revenues  | \$779,650      | \$819,54 |
|   |                |          |
| Expenses  |                |          |
| Bank Charges and Fees   | \$8,500        | \$8,50   |
| Denominational Expenses ( UUA "dues" funded at 100% in 2021)                  | \$28,937       | \$39,50  |
| Facility - Financial (Insurance, etc)   | \$8,684        | \$8,76   |
| Facility - Operational (Bldg maintanance, snow removal, utilities, etc)       | \$70,187       | \$50,24  |
| Administration (Equipment mainanance, office supplies, postage, phone)        | \$17,600       | \$14.50  |
|   | \$9,300        | \$9,30   |
| Information Technology (Website,software, hardware)                           |                |          |
| Discretionary (for board of trustees)   | 5200           | \$20     |
| Adult Faith Development (Library and Supplies)                                | \$500          | \$1,20   |
| Children's FF (Curricula, supplies, scholarships, Camp Beagle, etc)           | \$10,750       | \$10,75  |
| Music Program (Musicians, sheet music,etc, previousy MAD Camp)                | \$8,400        | \$6,80   |
| Fellowship (coffe hour, kitchen supplies, volunteer recognition)              | \$1,100        | \$60     |
| Leadership Development (training for lay leaders)                             | \$1,000        | \$1,00   |
| Membership (Materials for membership activities)                              | \$1,200        | \$1,05   |
| Finance/Stewardship (Consultant paid from Marlene Browne bequest )            | S150           | 9        |
| Services (Supplies for services, memorial receptions, alter flowers)          | \$700          | s        |
|   |                | \$80     |
| Arts Council (Artist's commissions, gallery expenses)                         | \$3,300        |          |
| Bookstore Expenses  | \$700          | \$       |
| Special Events (Concerts, Auction)  | \$4,300        | \$1,80   |
| UUCA Ministry Programs (Care team, worship leaders)                           | \$700          | \$70     |
| Social Justice Outreach Ministry (UULM, ACT, Lighthouse, Endowment grants, et | \$65,350       | \$66,15  |
| Ministry (both ministers)   |                |          |
| Salary and Housing  | \$175,339      | \$204,00 |
|   |                |          |
| Benefits (insurance, retirement, in lieu of FICA, professional dev.)          | \$56,549       | \$75,80  |
| Faith Formation Staff   |                |          |
| Salary for Director of FF and FF Assistant                                    | \$74.240       | \$69.82  |
| Benefits  | \$14,791       | \$12.04  |
| Nursery care  | \$6,596        | \$3,06   |
| New Youth Coordinator (10 hours per week)                                     | \$0,050<br>\$0 | \$10,00  |
| Administrator, Membership Manager, Admin Assistant                            | 50             | \$10,00  |
| Administrator, Membership Manager, Admin Assistant<br>Salary total            | \$113,261      | \$123.13 |
|   |                |          |
| Benefits total  | \$22,658       | \$29,69  |
| Intern Minister (through Aug 2020, also received housing - value \$12,000)    | \$2,400        | \$       |
| Support Staff   |                |          |
| Facilities Manager  | \$10,064       | \$10,06  |
| Colfee Server   | \$4,590        | \$       |
| Bookkeeper  | \$7,000        | \$7,20   |
| Audio/Visual Tech   | \$3,500        | \$12,50  |
| Music Staff   | 40,000         | ψ (2,00  |
| Music Starr<br>Music Director - Choir   | \$11,500       | \$11.50  |
|   |                | +        |
| Choir Accompanist   | \$9,500        | \$9,50   |
| Music Director - Ensembles  | \$11,500       | \$11,50  |
| Payroll Expenses  | \$21,600       | \$21,60  |
| Total Expenses  | \$786,646      | \$833,29 |
|   | \$100,040      |          |
|   |                | \$13,74  |
| 2021 Deficit  |                |          |
| 2021 Deficit<br>2019 Carryover funds avaiable to be applied to deficit        |                | \$11,63  |

### About this year - 2020

### • How are we doing financially in 2020?

• How has COVID affected our 2020 finances?

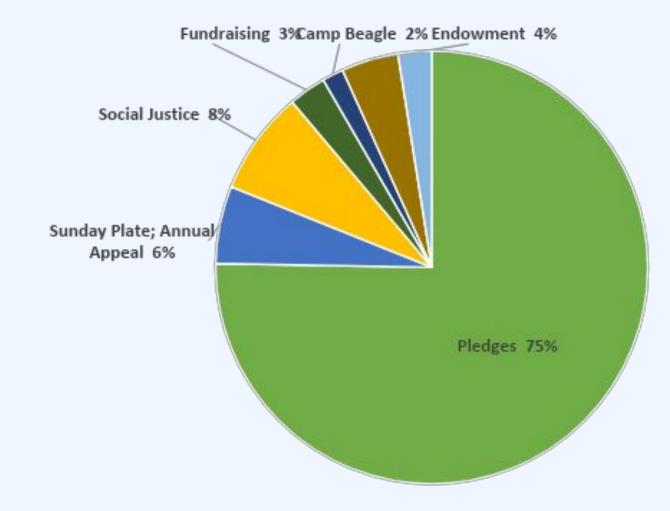
# How has COVID affected our 2020 finances so far? As of November 1:

- We have raised less than we budgeted, especially we are behind: Pledges - \$64K, Building use income- \$16K, Fundraising - \$15K
- We have also spent less than budgeted, especially:

### \$29K less on facility costs, \$25K less on staff costs

- Overall, we would be about \$44K behind, BUT
- We received \$78K in the Paycheck Protection Program funds helped a lot!
- Which put us about **\$34K** ahead
- December is an unpredictable month but we hope to have some funds to carryover to help in 2021.

# 2021 UUCA Operating Budget Revenue/Income Estimates



# **Sources of Revenue**

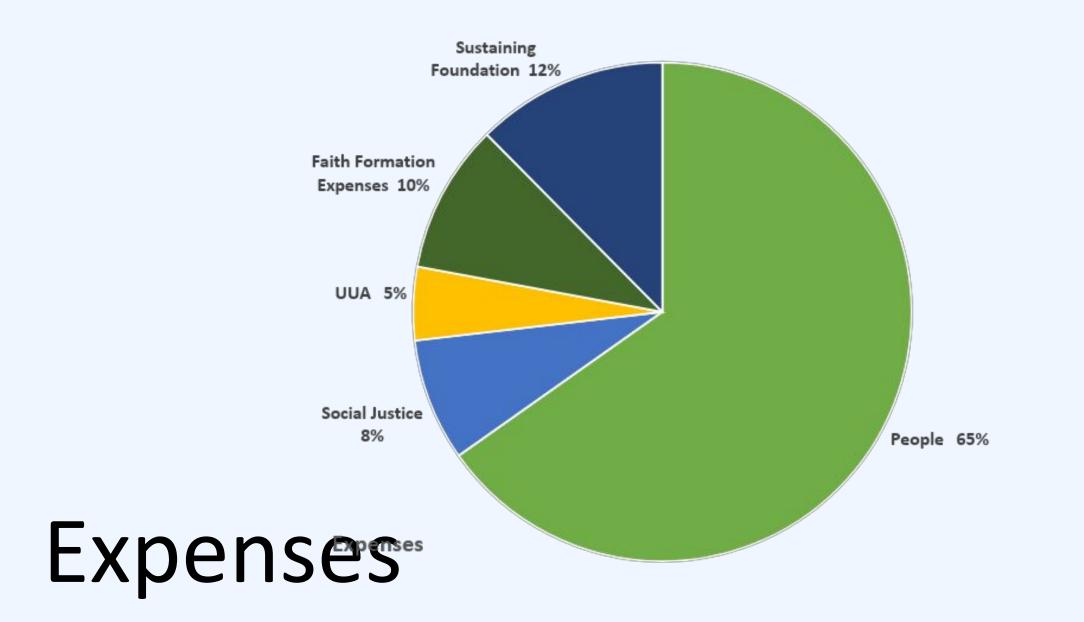
### UUCA DRAFT BUDGET - 2021 (Compared to 2020 Budget)

|          |  | FY2020 BUDGET | FY2021 BUDGET |
|----------|--|---------------|---------------|
| 3        | Revenues   |               |               |
| 4        | Arts Council   | \$4,000       | \$1,000       |
| 5        | Bookstore  | \$1,000       | \$0           |
| 6        | Building Use   | \$27,500      | \$7,250       |
| 7        | Contributions - Current year Commitments (paid pledges)                | \$560,000     | \$617,000     |
| 8        | Contributions - Sunday plate, End of Year Appeal, other contributions) | \$47,500      | \$47,500      |
| 9        | Transition Fund (donation for 3 years - ends in 2020)                  | \$19,000      | \$0           |
| 10       | Social Justice Outreach Ministry                                       | \$62,650      | \$63,450      |
| 11       | Fundraising  | \$25,500      | \$23,000      |
| 12       | Camp Beagle and non member faith formation fee                         | \$14,800      | \$13,050      |
| 13       | Grants (ends in 2020)  | \$6,000       | \$0           |
| 14       | Interest & Dividend Income   | \$1,700       | \$100         |
| 15       | Remaining proceeds from Piano sale                                     | \$0           | \$5,396       |
| 16       | Endowment Fund   | \$10,000      | \$35,000      |
| 17       | Abernethy Bequest funds used for 2021 Music/Musicians                  | \$0           | \$6,800       |
| 18<br>19 | Total Revenues   | \$779,650     | \$819,546     |

#### **Exnenses**

20

# 2021 UUCA Operating Budget Expense Estimates



# Social Justice Spending examples... (in addition to the *time* our people spend)

ACT - \$7200 guaranteed

Lighthouse - \$7200 guaranteed

UULM's spending to advance UU values in the Maryland legislature

<u>Share the plate contributions to:</u>

- UULM
- Annapolis Immigration Justice Network (AIJN)
- Emergency Response Fund (formerly Minister's Discretionary Fund)
- +7 more organizations we'll choose via ballot

#### Share The Plate 2021

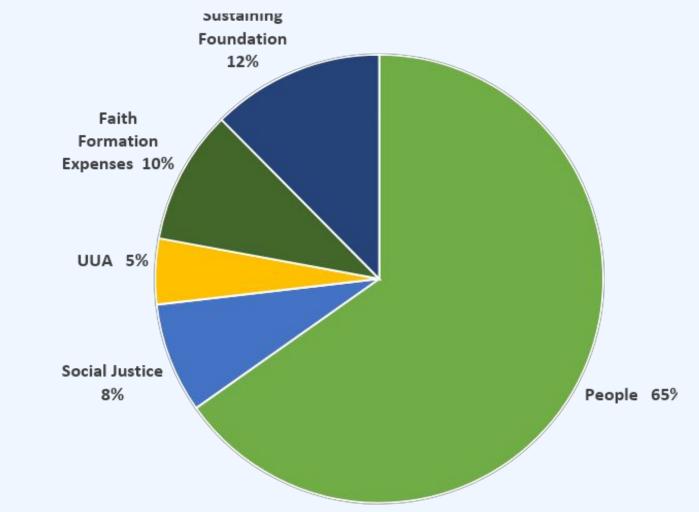
From the Congregational Meeting on Sunday through December 15, you will have the opportunity to select 7 of the Share The Plate recipients for 2021. We are already committed to the first 5 recipients below. Information and the website about these organizations is provided.

| ACT (Industrial Areas<br>Foundation)            | ACT (Anne Arundel County Connecting Together) is part of the IAF<br>community-organizing empowering people to change their communities and<br>the nation. https://www.actiaf.org  | #2 – Justice & equity;<br>#5 – Use of the democratic process  |
|---|---|---|
| Annapolis Immigration<br>Justice Network (AIJN) | From the ballot box to the classroom, its membership continues to fight for<br>social and economic justice for all Americans.<br>https://www.aijnetwork.org/  | Congregational Vote to become a<br>Sanctuary Congregation, April 2017 &<br>#8 – Dismantle racism and other<br>oppressions |
| Emergency Response<br>Fund                      | The Emergency Response Fund (formerly Minister's Discretionary Fund)<br>provides immediate assistance to those in need.   | #1 – Inherent Worth & Dignity of each<br>person   |
| The Lighthouse                                  | The Lighthouse is a homelessness prevention support center. We rebuild<br>lives with compassion by providing shelter and services to prevent<br>homelessness and empower people as they transition toward employment<br>& self-sufficiency. annapolisiighthouse.org | <ul> <li>#1 – Worth &amp; dignity</li> <li>#2- Justice, equity</li> <li>#6 – Peace, liberty, justice for all</li> </ul>   |
| UU Legislative Ministry                         | UULM is a statewide advocacy network of UU's work to educate, mobilize,<br>and coordinate UUs on specific issues before the Maryland General<br>Assembly. uulmmd.org  | #5 - The right of conscience and the<br>use of the democratic process   |

We shall also designate 7 of the following 10 organizations to receive Share The Plate funds. Beginning Sunday and through December 15, you may vote for up to 7 of these organizations.

| AA Conflict Resolution<br>Center          | Aids in non-violent resolution of personal and community conflict by<br>mediation, anger management training and solutions.<br>aacrc.info   | #2 Justice, Equity and Compassion in<br>Human Relations                              |
|---|---|--|
| AA County NAACP                           | From the ballot box to the classroom, its membership continues to fight for<br>social and economic justice for all Americans.<br>annearundelcountynaacp.org   | #8 – Dismantle racism and other<br>oppressions.                                      |
| Banneker Douglass<br>Museum               | Long supported by UUCA, this official museum documents, interprets and<br>promotes African American history and culture.<br>bdmuseum.maryland.gov   | #3 – Acceptance of one another & #4 –<br>Responsible search for truth and<br>meaning |
| BLUU (Black Lives<br>Matter UU)           | Black Lives UU is part of a national organization of UU's supporting Black<br>Unitarian Universalists. blacklivesuu.com   | #3 – Acceptance of one another &<br>encouragement to spiritual growth                |
| Centro De Ayuda &<br>OHLA                 | The Center of Help and Organization of Hispanics/Latin Americans of Anne<br>Arundel County assists our county's Hispanic and immigrant community<br>with free English and citizenship classes. centerofhelp.org                                 | Congregational Vote: Sanctuary<br>Congregation &<br>#8 – Anti-oppression work        |
| Charting Careers –<br>Youth Mentoring     | Charting Careers is a mentoring organization that builds a<br>community of support and opportunity around youth facing<br>inequities so that they are able to chart their own course to a<br>fulfilling life and career. chartingcareers.org    | #1-Inherent worth and dignity of every<br>person                                     |
| Habitat for Humanity                      | Brings people together to build homes, communities and hope. Future<br>home-owners work along-side volunteers to build affordable homes.<br>habitatchesapeake.org   | #2 – Justice, equity and compassion &<br>#6 Peace, liberty, justice for all          |
| The Chesapeake<br>Children's Museum       | Dedicated to creating an environment of discovery about oneself, the<br>peoples, the technologies, and the ecology of the Chesapeake Bay area for<br>all our children and for the children in us all. theccm.org                                | #7 - Interdependent Web of all<br>Existence of which we are a part.                  |
| PFLAG<br>Annapolis/Anne<br>Arundel County | PFLAG is a non-profit organization providing support and resources for the<br>LBGTQ community, their families, friends, and allies.<br>pflagannapolis.org   | UUCA By-Laws – Welcoming<br>Congregation & #1 – Worth and dignity<br>of each person  |
| UUCA International<br>Partners            | UUCA's support for the UU-UNO Office, UUCA's partner church program,<br>and UUCA's pioneering support for women's empowerment in Romania, the<br>Philippines, the Khasi Hills of India, and the International Women's<br>Convocation. uupcc.org | #6 – Goal of world community with<br>peace, liberty and justice for all              |

# Funding for the Unitarian Universalist Association (UUA)



### **Compensating our People – Fairly and Competitively**

UUA Salary Recommendations

### Geo Index 4

### **Ministers**

| 1.06  | 0      |         |        |                   |        |                   |        |        |                   |        |         |                   |         |          |              |         |         |         |
|---|--------|---------|--------|-------------------|--------|-------------------|--------|--------|-------------------|--------|---------|-------------------|---------|----------|--------------|---------|---------|---------|
| TITLE   |        | Small   |        | Midsize I         |        | Midsize II        |        |        | Midsize III       |        | Large I |                   |         | Large II |              |         |         |         |
| See capsule                                   | <1     | 50 memb | ers    | 150 - 249 members |        | 250 - 349 members |        |        | 350 - 499 members |        |         | 500 - 749 members |         |          | 750+ members |         |         |         |
| job descriptions                              | MIN    | MID     | MAX    | MIN               | MID    | MAX               | MIN    | MID    | MAX               | MIN    | MID     | MAX               | MIN     | MID      | MAX          | MIN     | MID     | MAX     |
| Lead Minister:<br>Solo, Senior, or<br>Co-lead | 57,300 | 67,500  | 81,100 | 73,000            | 85,900 | 104,300           | 83,400 | 98,200 | 120,600           | 91,600 | 10,500  | 133,900           | 100,200 | 117,900  | 147,100      | 127,600 | 150,100 | 188,800 |
|   |        |         |        |                   |        |                   |        |        |                   |        |         |                   |         |          |              |         |         |         |

| 18<br>19 | Total Revenues  | 2020      | 2021                                     |
|----------|---|-----------|--|
| 20       | Expenses  |           | 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1 |
| 21       | Bank Charges and Fees   | \$8,500   | \$8,500                                  |
| 22       | Denominational Expenses (UUA "dues" funded at 100% in 2021)                   | \$28,937  | \$39,500                                 |
| 23       | Facility - Financial (Insurance, etc)   | \$8,684   | \$8,768                                  |
| 24       | Facility - Operational (Bldg maintanance, snow removal, utilities, etc)       | \$70,187  | \$50,245                                 |
| 25       | Administration (Equipment mainanance, office supplies, postage, phone)        | \$17,600  | \$14,500                                 |
| 26       | Information Technology (Website, software, hardware)                          | \$9,300   | \$9,300                                  |
| 27       | Discretionary (for board of trustees)   | \$200     | \$200                                    |
| 28       | Adult Faith Development (Library and Supplies)                                | \$500     | \$1,200                                  |
| 29       | Children's FF (Curricula, supplies, scholarships, Camp Beagle, etc)           | \$10,750  | \$10,750                                 |
| 30       | Music Program (Musicians, sheet music,etc, previousy MAD Camp)                | \$8,400   | \$6,800                                  |
| 31       | Fellowship (coffe hour, kitchen supplies, volunteer recognition)              | \$1,100   | \$600                                    |
| 32       | Leadership Development (training for lay leaders)                             | \$1,000   | <b>\$1</b> ,000                          |
| 33       | Membership (Materials for membership activities)                              | \$1,200   | \$1,050                                  |
| 34       | Finance/Stewardship (Consultant paid from Marlene Browne bequest )            | \$150     | \$0                                      |
| 35       | Services (Supplies for services, memorial receptions, alter flowers)          | \$700     | \$0                                      |
| 36       | Arts Council (Artist's commissions, gallery expenses)                         | \$3,300   | \$800                                    |
| 37       | Bookstore Expenses  | \$700     | \$0                                      |
| 38       | Special Events (Concerts, Auction)  | \$4,300   | \$1,800                                  |
| 39       | UUCA Ministry Programs (Care team, worship leaders)                           | \$700     | \$700                                    |
| 40       | Social Justice Outreach Ministry (UULM, ACT, Lighthouse, Endowment grants, et | \$65,350  | \$66,150                                 |
| 41       | Ministry (both ministers)   | 400,000   | φου, 100                                 |
| 42       | Salary and Housing  | \$175,339 | \$204,000                                |
| 43       | Benefits (insurance, retirement, in lieu of FICA, professional dev.)          | \$56,549  | \$75,808                                 |
| 44       | Faith Formation Staff   |           |  |
| 45       | Salary for Director of FF and FF Assistant                                    | \$74,240  | \$69,820                                 |
| 46       | Benefits  | \$14,791  | \$12,047                                 |
| 47       | Nursery care  | \$6,596   | \$3,060                                  |
| 48       | New Youth Coordinator (10 hours per week)                                     | \$0       | \$10,000                                 |
| 49       | Administrator, Membership Manager, Admin Assistant                            |           |  |
| 50       | Salary total  | \$113,261 | \$123,130                                |
| 51       | Benefits total  | \$22,658  | \$29,698                                 |
| 52       | Intern Minister (through Aug 2020, also received housing - value \$12,000)    | \$2,400   | \$0                                      |
| 53       | Support Staff   |           |  |
| 54       | Facilities Manager  | \$10,064  | \$10,064                                 |
| 55       | Coffee Server   | \$4,590   | \$0                                      |
| 56       | Bookkeeper  | \$7,000   | \$7,200                                  |
| 57       | Audio/Visual Tech   | \$3,500   | \$12,500                                 |
| 58       | Music Staff   | 40,000    | φ12,000                                  |
| 59       | Music Stan<br>Music Director - Choir  | \$11,500  | \$11,500                                 |
| 60       | Choir Accompanist   | \$9,500   | \$9,500                                  |
| 61       | Music Director - Ensembles  | \$11,500  | \$11,500                                 |
| 62       | Pavroll Expenses  | \$21,600  | \$21,600                                 |
| 63       | rayion Expenses   | φ21,000   | \$21,000                                 |
| 64       | Total Expenses  | \$786,646 | \$833,290                                |
| 65       | 2024 Deficit  |           | A40 744                                  |
| 66       | 2021 Deficit  |           | \$13,744                                 |
| 67       | 2019 Carryover funds available to be applied to deficit                       |           | \$11,638                                 |
| 68       | Remaining 2021 Deficit  |           | \$2,106                                  |

| 41       | Ministry (both ministers)  |           | A. A.     |
|----------|--|-----------|-----------|
| 42       | Salary and Housing   | \$175,339 | \$204,000 |
| 43       | Benefits (insurance, retirement, in lieu of FICA, professional dev.)       | \$56,549  | \$75,808  |
| 44       | Faith Formation Staff  |           |           |
| 45       | Salary for Director of FF and FF Assistant                                 | \$74,240  | \$69,820  |
| 46       | Benefits   | \$14,791  | \$12,047  |
| 47       | Nursery care   | \$6,596   | \$3,060   |
| 48       | New Youth Coordinator (10 hours per week)                                  | \$0       | \$10,000  |
| 49       | Administrator, Membership Manager, Admin Assistant                         |           |           |
| 50       | Salary total   | \$113,261 | \$123,130 |
| 51       | Benefits total   | \$22,658  | \$29,698  |
| 52       | Intern Minister (through Aug 2020, also received housing - value \$12,000) | \$2,400   | \$0       |
| 53       | Support Staff  |           |           |
| 54       | Facilities Manager   | \$10,064  | \$10,064  |
| 55       | Coffee Server  | \$4,590   | \$0       |
| 56       | Bookkeeper   | \$7,000   | \$7,200   |
| 57       | Audio/Visual Tech  | \$3,500   | \$12,500  |
| 58       | Music Staff  |           |           |
| 59       | Music Director - Choir   | \$11,500  | \$11,500  |
| 60       | Choir Accompanist  | \$9,500   | \$9,500   |
| 61       | Music Director - Ensembles   | \$11,500  | \$11,500  |
| 62       | Payroll Expenses   | \$21,600  | \$21,600  |
| 63       |  |           |           |
| 64       | Total Expenses   | \$786,646 | \$833,290 |
| 65<br>66 | 2021 Deficit   |           | \$13,744  |
| 67       | 2019 Carryover funds avaiable to be applied to deficit                     |           | \$11,638  |
| 68       | Remaining 2021 Deficit   |           | \$2,106   |

## Effective Cost to run the Church in 2021: \$770 K

- •Approximately 294\* "pledge units" (families)
- •\$2620/"pledge unit"

\* Moving target # of pledge units

Its is a good budget....

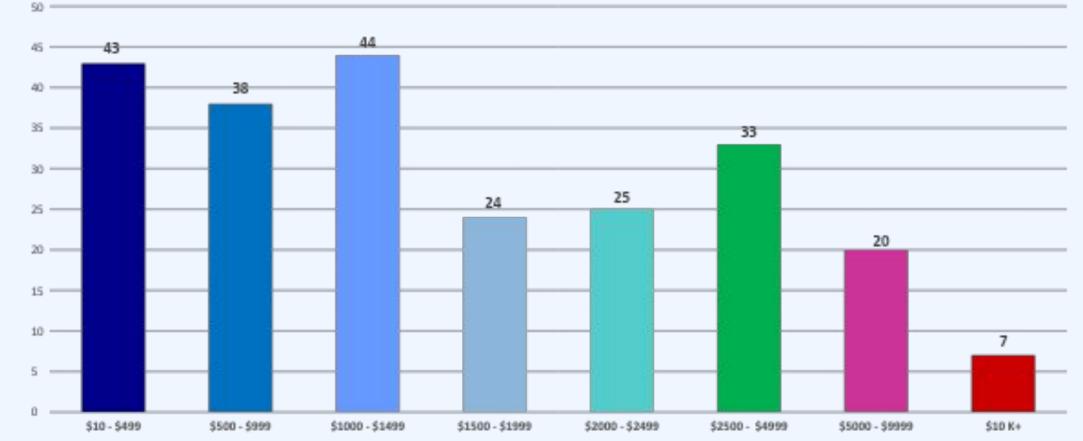


### Amount Pledged by Members 2020

Amount of Pledge

Number of Pledges

#### Amount Pledged by Members 2020



- Cost to run the Church in 2021: **\$2690** per "pledge unit".
- UUCA needs Grow the Green! and grow *towards* the green.

### Questions?