

St. Luke's ELT Meeting Monday, February 17, 2020

Members in attendance: Dave Hoag, Jerry Blessing, Jerry Neumann, Keith Cook, John Taylor, Rebecca Stork, Vickie O'Connor, Barb Erickson, and Dan Weber. Also present: Jonathan McVety.

After Jerry Blessing opened the meeting with prayer, the January meeting minutes were approved. The Midyear Congregational Meeting minutes were also approved.

Financial Review

January Result:

Total Expenses landed -5.7% under budget // 2.8% above last year

Total Income: 8.5% above budget // 5.5% above last year

Offerings & Gifts landed 21.9% above budget and grew 20.5% vs last year

NET INCOME for the month showed a Gain of \$28,687.31 after mortgage principal pmt

YTD (July – January)

YTD Total Expenses stand -9.0% under budget // 0.0% vs last year

Total Income stands 3.4% above budget // 1.8% above last year

Offerings & gifts trending 10.27% above budget // 8.84% above last year

YTD NET INCOME running 642.9% above budget after mortgage principal pmt

Operations Report

Jonathan McVety submitted a report about projects around our campus. (Attachment 1)

Lay Ministers Report

· At the direction of the ELT a Safety Committee has been formed and we have adopted the following Purpose Statement:

To review existing safety measures; identify vulnerabilities; and offer recommendations to the ELT to improve and enhance the safety of our members.

The team consists of Lind Simonsen, Teri Sato, Karl Fanus, Rick Roppel, Mick Stewart and Keith Cook. We have met twice and enjoyed lively conversations and active participation by all members. We have drafted a Risk Assessment Matrix and are working through other Committee charter related topics like Scope and Vision.

· Participated in a home visitation with Pastor Aaron.

o Would still like to find a woman willing to help with home and hospital visitations

· Still searching for a Lay Leader for Prayer

Foundation Report

Account Summary

Endowment Account \$900.76
Capital Account \$3425.86
Missions/Ministry Account \$2935.79
Subtotal \$7262.39
CD \$40,000
Total \$47,262.39

Note: 2.5% was distributed from Endowment Account to Capital and Missions

Scholarship

Voted on and approved to add Scholarship Account to the mix moving forward. New contribution breakdown of disbursement will be: 50% Endowment and 16.67% to Capital, Mission/Ministry and Scholarship. (currently scholarships come out of Mission/Ministry account)

It was discussed and approved to expand this new Scholarship Account considerations to those with ties to St. Luke's who are: attending seminary, have seminarian debt, and those attending universities to be a professional church worker.

Possible dates for a fund raiser for supporting Seminarians was discussed. This would be a "off campus" event supported with Sunday News/Announcement inviting possible donations.

Note: St. Luke's already has a restricted account for scholarship. This was memorial from Lita Sippy. This seems like a duplication of efforts.

Ramsey Fin. Planning

Awaiting more information on holding a Dave Ramsey Financial Planning Course.

Undesignated gifts

Discussed the foundations suggestion of changing our Policy for undesignated gifts and how to handle them. It was agreed the way the proposal as is written is too vague. Ky will work on revising it.

New board member

A candidate for replacing Dave Danforth will be contacted.

Next meeting will be in April 7

Pastor Report – Dan Weber

Israel trip was great! Dan is headed to Best Practices for Ministry Conference with Aaron and Jan. At that Conference they will be advertising the Worship Director position. "Let's Eat" is

underway - a beautiful picture of what it means to be church. Lent starts soon! Soup Suppers start March 4. Dan, Aaron, and Jan are dreaming about the direction of Small Group Ministry.

Closed in Prayer by Jerry Neumann.

Next Meeting: Monday, March 16, 2019 @ 6pm.
Respectfully submitted by Rebecca Stork

Attachment 1:

Here is an update for our three “Operations Departments” (Childcare, Preschool/Kindergarten & Facilities Rentals)

Facility Rentals

- 1) Net income in January was \$5,785 vs budget of \$4,583 or 126%
- 2) YTD net income was \$36,804 vs budget of \$32,804 or 114%

Childcare

- 1) Income in January was \$28,181 vs budget of \$34,000 or 83%
- 2) Expenses in January were \$23,199 vs budget of \$27,629 or 84%
- 3) Net income in January was \$4,982 vs budget of \$6,371 or 78%
- 4) YTD net income was a positive \$36,948 vs budget of \$40,344 or 91%

Schools

- 1) Income in January was \$24,287 vs budget of \$26,732 or 91%
- 2) Expenses in December were \$17,662 vs budget of \$19,951 or 89%
- 3) Net income in January was \$6,624 vs budget of \$6780 or 98%
- 4) YTD net income was \$34,586 vs budget of \$25,897 or 134%

Summary

- 1) January net income for the three “Operations Departments” combined comes to \$17,391 or 57% ($\$17,391/\$30,432$) of the positive campus cash flow
- 2) Campus wide net income for January is \$40,218 before mortgage payments and \$30,432 after mortgage
- 3) YTD net income for the three departments is \$108,338 positive or 65% ($\$108,338/\$166,443$) of the positive campus cash flow for the first 7 months of FY 2019/2020
- 4) YTD campus wide net income is \$234,107 before mortgage payments and \$166,443 after mortgage
- 5) Both facilities rentals and Schools are ahead of their YTD net income budgets (126% & 134%)
- 6) Childcare YTD net income is under budget at 91%, but still slightly higher in total than the other two departments
- 7) As previously reported, Childcare had an unusually high full time student departure number (6) in late October and November due to physical moves, career changes and loss of jobs. The good news is in January and February we had 7+ new students join due to extensive online marketing, a 50th Open House, teamwork and word of mouth. Online searches with our enhanced online presence was a significant factor in these additional 7 fulltime students with annual equivalent Childcare income of \$67,200 per year.
- 8) SEO activity included regular updates to our Preschool/Kindergarten and Childcare sections on our Church website, Church Facebook postings, updates and reviews, Yelp site enhancements including positive reviews for our PS/K & CC showing both St. Luke’s schools rated in the top 1-5 for this area on a fairly consistent basis, and an active google presence for both PS/K & CC searches.

- 9) We are privileged to have over 110 young students on campus each week experiencing significant “Jesus Time” with prayers, Christian music, devotions and bible stories.
- 10) 2/7 50th Anniversary/Open House Celebrations was a success—Our Goal for this event was to increase Preschool/Kindergarten/Childcare enrollment.

At the Open House we had 36+ staff, teachers and volunteers who attended, about another 100 who signed in and probably 15 or so who attended for all or part of the evening but did not sign in. The total attending was likely about 150 total people! We had about 60-70 adults attend the Great Room 50th/Enrollment presentation.

We provided a free meal for all who attended, a 23'x25' bouncy house, games upstairs in two rooms, a balloon performer to make special balloons for most of the children, free babysitting during the entire two hours+ in the childcare center with five adults supervising. In the Great Room there was a 20-25 minute enrollment presentation with a video/slideshows/music/power point presentation, in-person introductions of PS/K and CC staff, Teachers and assistants and live inspiring testimonials from four parents. Teacher tours of the classrooms were next with teacher question-and-answer periods and a live enrollment table areas. We had two 2.5' x 6' banners made and put up in Malkow Hall and at the Great Room. In preparations we printed 300 copies of a Celebration 2/7 flyer and handed out about 290 of them, SEO Derrick and I spent hours promoting the event on Google, Facebook, Yelp and on the website. We contacted three partner schools in person twice and via email and phone several times. We offered a mini-iPad drawing/prize for those who attended and brought a friend and we sent surveys out to all PS/K parents to encourage the families to attend. We also had current substitute teachers volunteering, our educational consultant at the sign-in desk and a Kindergarten teacher candidate attend the special evening.

- 11) Our top two Hermanson Furnace estimators toured our campus this month in order to prepare detailed quotes for our top priority furnace replacements.
- 12) The lower handicapped ramp at the SE corner of Malkow Hall has been operational for a few weeks now. The surface painting is scheduled for completion soon.
- 13) Mark T and Dave E report the 7 parts required for the Childcare parking lots/Playground areas were ordered. Five parts arrived and the final two should be here by the end of February, followed soon after by installation.
- 14) We requested and received two quotes for our biannual floor waxing projects and are reviewing them.
- 15) Our new Curacubby online payment systems for both PS/K and CC are well on the way toward our goal of increasing efficiency for both parents and administration.