

Finance Committee 2011 Annual Report

Friends,

There's not much good news I'm afraid. Donations have steadily dwindled over the past 5 years and are projected at \$220,000 for 2012, which seems consistent with this trend. At the same time we have been able to control our spending and make some profit with our investments so that our total cash assets have remained fairly constant.

This is how our donations have been tracking:

2007 - \$298,101

2008 - \$315,068 (IC donations/silent auction made a \$17,000 difference here.)

2009 - \$249,725

2010 - \$254,363 (We had \$23,000 from the Engle estate in this year, if that windfall hadn't occurred and if we hadn't had another individual \$14,000 donated in 2010, it would have been only \$217,363. So in some respects, comparing apples to apples, we're up a little bit; but 2011 was an IC year and we get donations from that, so it would be up. Look at what a difference it made in '08 when we had that big silent auction, we had \$17,000 in IC donations in '08 and just \$6,000 in IC donations in 2011. We should never miss that opportunity again.)

2011 - \$228,188 (This is down by \$26,175 and losing that one big donor (\$24K/yr.) and not having any windfalls per se, it's certainly explainable.)

Obviously the economy has played a significant role in this downward trend since the depression hit at the end of 2008.

We had 294 unique donors in 2010 and 322 in 2011. So that's shows us coming back up a bit.

Our Christmas season solicitation was right on target this past year as we received \$33,490 in December; however, this was about 10% less than we received in December 2010, which is consistent with the overall 10% reduction in total donations for the year.

As our new web site and Fellowship Management System (FMS) have taken most of all last year to be decided on and are still being set up, we have been hampered somewhat with using the creative internet solicitation techniques that we had hoped to implement. Fortunately, this is about to change as the new Business Catalyst (BC) Adobe product FMS is mostly complete. This will open the door for more targeted fund-raising.

Additionally, we have been working with the Andrea Barnes, our Volunteer Coordinator to set up a phone call campaign to all our members over the next year to speak with our members and politely ask for donations.

Finance Committee - Don Green (sec'y), Robert Burns, Christilyn Biek Larson, and me,
John Hay – Chair