

**Stewardship at St. Mary's - Offertory (Weekly, Monthly, Holy Days
and Annual Fund) Results for 2010 and the Budget for 2011**

Background: In the Church Bulletin on January 31, 2010, we addressed Stewardship reporting and noted that offertory contributions for the weekly (\$583,000), monthly (\$54,000) and holy days (\$56,000) for an aggregate total of \$693,000. In addition, we introduced for the first time an annual collection (\$60,000), which will become an annual event for building a capital replacement reserve bringing the total parishioner 2010 budget contributions to \$753,000. (The remaining income for the 2010 budget was \$89,000 covering Mass intention donations, religious education and investment income, bringing the total income to \$842,000.)

The actual income received from parishioner collections during 2010 follow:

	<u>Weekly</u>	<u>Monthly</u>	<u>Holy Days</u>	<u>Annual</u>	<u>Grand Total</u>
Budget per period	\$ 11,500	\$ 4,500			
Actual Average	\$ 10,799	\$ 5,030			
2010 Budget	\$583,000	\$54,000	\$56,000	\$60,000	\$753,000
2010 Actual	\$550,732	\$60,363	\$58,975	\$48,920	\$718,990
% of Attainment	94.5%	111.8%	105.3%	81.5%	95.3%

Commentary: *Before addressing the budget and actual results for 2010, we are pleased to inform you that the total of all offertories (weekly, monthly and holy days) for 2010 was \$670,070 vs. \$598,847 in 2009 for an increase of \$71,223 or 11.9%.*

For the weekly collections, the amount received from users of envelopes and checks totaled \$469,541 (85.3%) that came from less than 700 households. Loose cash received totaled \$81,191 (14.7%). At the start of 2010, 1,282 envelopes were being mailed to parishioners, and, on average, only 49.8% were being used on a regular basis and loose checks averaged 41/week or 7.9% of the money received. The number of envelopes now being mailed dropped marginally to 1,269 at year-end. For the monthly collections, the amount received from users of envelopes and checks was \$53,109 (88.0%) and loose cash received was \$7,254 (12.0%). Users of envelopes and checks averaged 477 for the year and a 37.2% usage and no envelope usage counts exist for holy days, but Easter Sunday (\$21,973) and Christmas (\$24,619) represented 79% of the total amount collected. The annual fund donations reached \$48,920, which is a very nice achievement for the first year of existence. (The total offertory results for 2010 of \$670,070 were 89.3% of \$750,073, the total actual income for 2010 exclusive of the Annual Collection, now a balance sheet item.)

Recommendation: It is the church's desire that all households receiving envelopes use them throughout the year; or, request that their names be removed from the envelope user's database. The reason: to reduce the expense for printing and mailing envelopes on a bi-monthly basis and updating the data system that averages \$50 per family each year.

2011 Offertory Income Budget - Data follows:

	<u>Weekly</u>	<u>Monthly</u>	<u>Holy Days</u>	<u>Annual</u>	<u>Grand Total</u>
Budget per period	\$ 12,500	\$ 6,000			
2011 Budget	\$625,000	\$72,000	\$ 57,000	\$65,000	\$819,000
2010 Actual	\$550,732	\$60,363	\$ 58,975	\$48,920	\$718,990
Amount of Change	\$ 74,268	\$11,637	\$ 1,975	\$16,080	\$100,010
% of change	13.5%	19.3%	-3.3%	32.9%	13.9%

Commentary: We have increased the weekly budget total by \$1,000 or 8.7% (or 13.5% based on 2010 actual collections); the monthly budget amount has been increased to \$6,000, for an increase of \$970 a month or 19.3%. The church should be working towards a monthly budget goal that is equal to one weekly collection. The desired goal is to be reached for the 2015 budget year, when the weekly offertory budget will be \$15,500.

For 2011, since Christmas falls on a Sunday, we will only have **50 weeks** for the year versus 51 weeks in 2010. If every church goer can increase their weekly and monthly offertory donation amount by \$1.00 for each applicable collection, this will go a long way to achieving the 2011 offertory component of the income budget. This coupled with a much greater use of the envelope system throughout the year is an added plus to attain 2011 budget expectations for total offertories.

(In the Church Bulletin on November 14, 2010, the final results of the Annual Fund Drive were noted; and, in the release it was mentioned that the average contribution per donor was \$93.76 for the 518 households that participated. It was also noted that the 2011 budget would be \$65,000, which can be achieved if the aggregate donations received increases to an average of \$100/donor with 650 donors.)

We want to express our gratitude and sincere thanks to all parishioners who made the effort throughout 2010 to make their collection contributions to the church.