



Encouraging, Educating, Equipping,
and Empowering Camp and Retreat Leadership

FINANCIAL REPORTS: 2023 through December 31

Management Discussion & Analysis

The year ended better than anticipated when we worked on the 2024 budget in October.

In regard to the **Restricted Funds Report** -

- On September 13, LOM received \$946.77 from MIF for interest earned on the CD that reached maturity on that date. A check for \$946.77 from MIF was received in October. \$119.76 earned on the new CD, accounted for a net reduction of \$827.01. \$946.77 was deposited to the Thrivent Checking Account and appears in the P&L INCOME line of Investment/Interest. The new CD has a principal of \$72,500, interest rate of 4.76%, yield of 4.85%, reaching maturity on September 13, 2025.
- Restricted funds on deposit in the Thrivent Money Market account earn a small amount of interest which is posted monthly. Total interest through December for 2023: \$2,010.16.
- The reductions in the Scholarships-General line in the first half of the year were the result of financial assistance provided for some participants in the Executive Directors Gathering. In response to action taken at the February LOM Board meeting, the 2022 operating balance of \$15,097.25 was transferred out of the checking account and into the money market account and became part of the line for Scholarships – General. In October, \$19,055 was transferred from the Money Market account to cover scholarships that were provided for the Conference and the LTE. The balance on the Scholarships – General Restricted line is now \$9,611.73.
- A new line in Restricted Funds was added in November, 2022: “Friends Not Yet Met” Campaign. In November, it was established with a grant of \$21,000 from ELCA. In addition, Judy Smith designated \$2,000 of her annual contribution to this initiative. Initial payments in 2022 to the marketing firm (Two Tone Creative), in the amount of \$6,000, left a net credit of \$17,000 at the beginning of 2023. There were payments of \$13,929.86 in the first half of 2023, leaving a balance at that time of \$3,070.14. We have closed out the 2022 contract of \$21,000 (The same amount as the grant from ELCA) with Two Tone Creative, for which they billed us \$1,071.14 below what the contract called for. In November of 2023 We entered

into a new contract with Two Tone Creative for \$12,000 upon the promise of a \$12,000 grant from ELCA. WE paid an initial payment of \$3,000 leaving a balance in this line at the end of 2023 of \$70.14.

- With the approval of the LOM Board at its meeting on May 11, the ELCA deposited \$98,722.00 to the LOM account. This establishes the donor restricted fund, “Total Inclusion! Capacity Building Fund. The purpose of the fund is to provide financial support for LOM’s diversity, equity and inclusion initiatives that are not included in the second Total Inclusion! grant. In November and December, \$11,082.93 from this fund was used to pay stipends and expenses for Conference speakers; \$2,660.00 for the LTE chaplain; and \$636 for speakers and DEI programs at the Western Midwest Territory Gathering.
- As a result of action taken at the May 11 LOM Board meeting, \$27,000 of restricted funds were moved from the Thrivent Money Market (MM) account to the Thrivent Checking account, to help with tight cash flow. The May debit of this amount from MM is seen in the MM Restricted fund line, “Fall Conference”. It appears as a credit in the Restricted Funds Report in the section of the Restricted Funds Report for Thrivent Checking Acct- Restricted Funds on the line “Fall Conference”. In December, those funds were moved back to the Money Market Account from the Checking Account.
- As a result of action taken at the July 13 LOM Board meeting, an additional \$21,000 of restricted funds were moved from the Thrivent Money Market (MM) account to the Thrivent Checking account, to help with tight cash flow. The debit of this amount from MM is seen in the MM Restricted fund line, Board Restricted Reserve, in August. It appears as a credit in the Restricted Funds Report in the section of the Restricted Funds Report for Thrivent Checking Acct- Restricted Funds on the line “Board Restricted Reserve”.
- In October, \$7,500 was transferred from The Thrivent Checking Account, Board Discretionary Reserve, and paid in a check to TicTacToe Marketing for the contract to upgrade the branding and develop a new communications/marketing plan for LOM.
- In December, the amount of \$13,500 remaining in the Checking Account for the Board Discretionary Reserve Fund was moved back to the Money Market Account. This leaves only a very small amount of restricted funds (\$15) still in the Checking Account.
- The restricted fund – Support of Territory Activities – had a \$500 withdrawal in May to support the Eastern Midwest Program Share-A-Thon and \$1,579.53 in December to support the Eastern Midwest Territory Gathering.

In regard to the **P&L report**.

- The total gross income from the Auction was \$33,945.48. \$22,664 of this income was the total of outright donations (did not involve the purchase of goods or services). \$19,088 from individual donations and \$3,576 from member organization donations.
- There are three organizations (Bear Creek (PA), Hollis Renewal Center (KS), and Flathead (MT)) that have paid \$500 in order to access the LOM account with OneCause for auction software. We posted those payments as an offset for our payment to OneCause, which was

\$2,095 for 2023. The balance of \$595 plus expenses incurred at the Auction came to \$3,583.94. At the end of November, auction income was \$31,880. Net income was, therefore, \$28,296.06. The auction tithe was set at \$2,800, with half of that or \$1,400 going to Lutherans Restoring Creation and the other \$1,400 going to Rescue, Restore, Release. The \$2,800 tithe was added to the other Auction expenses for a total of \$6,383.94.

- The expense line for Organizational Meeting Expenses now includes expenses incurred by the LTE Committee, including one in-person meeting early in the year.
- The Promotional Expense line includes expenses incurred for LOM at the Youth Ministry Extravaganza.
- Expenses in the Development line are primarily for expenses incurred in the direct mailings appeal in mid-March and early December.
- With Total Income over Total Expenses of \$19,873.59 **I recommend that \$10,000 be transferred from the checking account to the Money Market Account restricted line of Scholarships – General.** This will provide a balance in this restricted fund, at the beginning of 2024, of \$19,611.73, approximately the same amount that we awarded for scholarships in 2023.

In regard to the **Balance Sheet** –

- The Balance Sheet, identical to the Income/Expense Report, shows excess/(deficiency) of the income over expenses in the operational column of \$19,873.59 - third line from the bottom of the report. This is identical to the bottom line of the P&L Report and represents the income minus expenses for the entire year. This is much better than expected.
- Current Assets, Prepaid Expenses \$33,754.95 is a drastic jump over this amount at the same time last year. \$28,000 of this is from the deposit for the site of the 2024 Conference at the Maritime Conference Center, Baltimore, MD. The remaining amount is for in-person meeting expenses of the Planning Team.
- All except \$15.00 of restricted funds that were on deposit in the checking account from when we needed them to help with tight cash flow have now been moved back to the Money Market Account.
- \$3,200.00 appears in Current Liabilities, Prepaid Deposits. This is the amount of reservation deposits that individuals paid for the 2020 Executive Directors Gathering that was cancelled and still have not yet been transferred by those individuals to other uses.
- \$2,117.83 appears in the line for Current Assets, Stock Deposits – Edward Jones. This is the value, on December 31, of a contribution of 11 shares of Apple (AAPL) that were deposited to the LOM account with Edward Jones on December 26, 2023. As is our practice, the stock was sold, but not until shortly after the first of the year, 2024.

Respectfully submitted,

Don Johnson, Executive Director