

<b>BEGINNING BALANCE - JANUARY 1, 2017</b>	<b>\$ 987</b>
<b>CONTRIBUTIONS - OFFERINGS</b>	<b>\$ 2,597,772</b>
<b>RESERVES</b>	<b>\$ 131,600</b>
<b>TOTAL AVAILABLE **</b>	<b>\$ 2,730,359</b>

	<b>2017 SPENDING PROJECTED</b>		<b>2017 SPENDING ACTUAL</b>	
	<b>Amount</b>	<b>Percent</b>	<b>Amount</b>	<b>Percent</b>
<b>STAFFING COSTS</b>				
Salaries	\$ 1,038,744	42.13%	\$ 1,014,588	42.31%
Benefits	374,613	15.19%	352,751	14.71%
Expenses	16,500	0.67%	47,441	1.98%
	<b>1,429,857</b>	<b>58.00%</b>	<b>1,414,780</b>	<b>59.01%</b>
<b>PROGRAMS</b>				
Worship(incl. Music)	25,500	1.03%	33,012	1.38%
Congregational Care	18,600	0.75%	14,080	0.59%
Children Ministries	19,600	0.80%	21,018	0.88%
Youth Ministries	21,000	0.85%	19,698	0.82%
Young Adult Ministries	2,400	0.10%	857	0.04%
Discipleship/Community Life	21,500	0.87%	34,201	1.43%
Community Life	2,300	0.09%	1,946	0.08%
Connecting and Fellowship	13,500	0.55%	19,493	0.81%
Strategic Ministry Opportunities	3,500	0.14%	6,139	0.26%
	<b>127,900</b>	<b>5.19%</b>	<b>150,444</b>	<b>6.27%</b>
<b>Ministry Support</b>				
Ministry Support Costs	63,800	2.59%	104,149	4.34%
Worship Technology	23,000	0.93%	23,950	1.00%
Leadership Development	2,000	0.08%	2,657	0.11%
Communications	16,000	0.65%	16,057	0.67%
	<b>104,800</b>	<b>4.25%</b>	<b>146,813</b>	<b>6.12%</b>
<b>FACILITY COSTS</b>				
Repairs & Maintenance	92,000	3.73%	81,662	3.41%
Utilities	119,000	4.83%	104,975	4.38%
Insurance/Taxes	36,000	1.46%	36,656	1.53%
Capital Reserve	16,200	0.66%	-	0.00%
	<b>263,200</b>	<b>10.68%</b>	<b>223,293</b>	<b>9.31%</b>
<b>MISSIONS AND OUTREACH</b>				
Outreach/Evangelism	25,000	1.01%	25,371	1.06%
Mission & Partner Ministries	98,150	3.98%	93,219	3.89%
Cooperative Ministries	246,500	10.00%	190,335	7.94%
Service Projects	10,000	0.41%	4,647	0.19%
	<b>379,650</b>	<b>15.40%</b>	<b>313,572</b>	<b>13.08%</b>
<b>DEBT SERVICE</b>	<b>160,000</b>	<b>6.49%</b>	<b>148,812</b>	<b>6.21%</b>
<b>TOTAL SPENDING PLAN</b>	<b>\$ 2,465,407</b>	<b>100.00%</b>	<b>\$ 2,397,714</b>	<b>100.00%</b>

\*\* Our All In initiative began in December, a unified financial campaign that includes all operating expenses plus special projects. Contributions received in excess of our operational needs were used to replace "Phase 2" costs from Capital Reserves (\$46,787), with the remainder (\$285,000) being placed into the All In Ministry Reserve Fund.

End of Year Balances

All In Ministry Fund	858.00
All In Ministry Reserve Fund	285,755.00
Replacement Fund	32,381.22
Benevolence Fund	12,828.46
Memorial Fund	11,056.91
Capital Savings	265,430.08
<i>Answering the Call</i> (Development) Fund	37,636.03
Donor Designated Funds	45,326.32
Church Board Designated Funds	61,449.78
General Fund Reserves	92,121.62
All Accounts Balance Dec. 31, 2017	\$847,613.42
Mortgage Loan Balance Dec. 31, 2017	\$2,382,113.46

# 2018 Proposed Spending Plan

	Amount	Percent
<b>STAFFING COSTS</b>		
Ministry Staff Salaries and Wages	\$ 959,391	40.19%
Ministry Staff Benefits	358,362	15.01%
Human Resources	25,880	1.08%
	<b>1,343,632</b>	<b>56.29%</b>
<b>ADULT MINISTRIES</b>		
Congregational Care/Benevolence	13,200	0.55%
Young Adult Ministries	1,200	0.05%
Community Life	21,500	0.90%
Senior Ministries	1,200	0.05%
Leadership Development	3,000	0.13%
	<b>40,100</b>	<b>1.68%</b>
<b>FAMILY MINISTRIES</b>		
Children Ministries	20,000	0.84%
Youth Ministries	21,000	0.88%
	<b>41,000</b>	<b>1.72%</b>
<b>CREATIVE ARTS</b>		
Worship Arts	25,500	1.07%
Communications	16,000	0.67%
Worship Technology	23,000	0.96%
	<b>64,500</b>	<b>2.70%</b>
<b>OPERATIONS</b>		
Office Expenses	89,400	3.75%
Connecting and Fellowship	17,000	0.71%
Facility and Grounds	49,241	2.06%
Janitorial	53,073	2.22%
Repairs & Maintenance	80,000	3.35%
Utilities	120,600	5.05%
Insurance/Taxes	40,000	1.68%
Capital Reserves	16,200	0.68%
	<b>465,513</b>	<b>19.50%</b>
<b>MISSIONS AND OUTREACH</b>		
Outreach/Evangelism	26,100	1.09%
Missions & Partner Ministries	98,150	4.11%
Service Projects	5,500	0.23%
	<b>129,750</b>	<b>5.44%</b>
<b>DENOMINATIONAL SUPPORT</b>		
Common Ministries*	113,675	4.76%
	<b>113,675</b>	<b>4.76%</b>
<b>STRATEGIC DEVELOPMENT</b>		
Multisite Development	20,000	0.84%
Organizational Development	8,000	0.34%
Strategic Ministry Opportunities	7,000	0.29%
	<b>35,000</b>	<b>1.47%</b>
<b>DEBT SERVICE</b>		
Debt Service	154,000	6.45%
	<b>154,000</b>	<b>6.45%</b>
<b>TOTAL OPERATING PLAN</b>	<b>\$ 2,387,171</b>	<b>100.00%</b>
<b>AMOUNT NEEDED WEEKLY</b>	<b>\$ 45,907</b>	
<b>All In Ministry Reserve**</b>		
All In Ministry Reserve Fund	\$ 975,510	
	<b>\$ 975,510</b>	
<b>TOTAL SPENDING PLAN</b>	<b>\$ 3,362,681</b>	
<b>AMOUNT NEEDED WEEKLY</b>	<b>\$ 64,667</b>	

\*Formerly known as Cooperative Ministries

\*\*Not included in Operating Plan

## All In Projected Budget Allocations for 2018 - 2019

### Our Neighbors

Special Projects	\$	188,000	
Programming	\$	376,400	
Personel	\$	1,476,167	
Operational Costs	\$	424,263	
			<b>\$ 2,464,830</b>

### Our Kids

Special Projects	\$	2,070,000	
Programming	\$	82,000	
Personel	\$	1,137,885	
Operational Costs	\$	424,263	
			<b>\$ 3,714,148</b>

### Our World

Special Projects	\$	30,000	
Programming	\$	423,650	
Operations	\$	424,263	
			<b>\$ 877,913</b>

**TOTAL** **\$ 7,056,890**

## All In Contributions as of March 31, 2018

2017 End of Year Net	\$	331,787
Jan., 2018	\$	235,590
Feb., 2018	\$	192,690
March, 2018	\$	230,748

**TOTAL** **\$ 990,815**

Percent of \$7,057,149 Goal 14%

## All In Quarterly Milestones

2018		2019	
Q1	\$ 882,111	Q1	\$ 4,410,556
Q2	\$ 1,764,223	Q2	\$ 5,292,668
Q3	\$ 2,646,334	Q3	\$ 6,174,779
Q4	\$ 3,528,445	Q4	\$ 7,056,890

# All In Estimated Construction Costs

## MPR Renovations Expected Cost

Main Floor including bathrooms and platform	\$ 525,000.00	
New loft floor	\$ 400,000.00	
New entrance addition w/ link	\$ 400,000.00	
Sprinkler - MPR	\$ 150,000.00	
New exterior seating patio	\$ 60,000.00	
Fees	\$ 50,000.00	
Remaining softcosts	\$ 55,000.00	
Audio/Visual/Lighting/Networking	\$ 200,000.00	
Furniture	\$ 100,000.00	
<b>Total</b>	<b>\$1,940,000.00</b>	<b>\$1,940,000.00</b>

## Carlisle Campus Parking

	\$ 200,000.00	
- \$125,000 designated in Capital Reserves	(\$125,000)	
		<b>\$ 75,000.00</b>

## Dillsburg Parking Upgrades

	\$ 8,000.00	
		<b>\$ 8,000.00</b>

## Dillsburg Playground

	\$ 55,000.00	
		<b>\$ 55,000.00</b>

## Contingencies

	\$ 150,000.00	
		<b>\$ 150,000.00</b>

<b>Total</b>		<b>\$2,228,000.00</b>
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## 2017 Congregational Financial Report

### All in Ministry Fund

The All In Ministry Fund (formerly the General Fund) is the major account that is used by the church expressly for the normal operations of the church. The income in this account is from all of the undesignated tithe and offering contributions that are received during the year. The expenses from this account are managed in accordance with the Spending Plan that is approved by the Church Board and the congregation.

For the duration of the All In Initiative, the remaining balances after operating expenses every month will be transferred into the All In Ministry Reserve Fund to be used for the special projects discussed in the All In presentations.

All In Ministry Fund	
Balance Jan. 1, 2017	\$987
Total Receipts	\$2,729,372
Subtotal	\$2,730,359
Total Expenditures for 2017	\$(2,729,501)
Balance Dec 31, 2017	\$858
<b>Receipts:</b>	
Contributions	\$2,597,772
Transfer from General Fund Reserves	\$131,600
Total Receipts 2017	\$2,729,372
<b>Expenditures:</b>	
Spending Plan Expenditures	\$(2,397,714)
Transfer to Capital Savings	\$(46,787)
Transfer to All In Ministry Reserve Fund	\$(285,000)
Total Expenditures 2017	\$(2,729,501)

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**Vision:**

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**Core 4:**

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Make Disciples



## General Fund Reserves

The General Fund Reserves is the fund that the General Fund (now called All In Ministry Fund) surpluses were transferred into at the end of the month after operating expenses were paid prior to the beginning of the All In initiative. During the 2 year period of the All In initiative, the remaining balance from the All In Ministry Fund will be transferred into the All in Ministry Reserve Fund to be used towards the special projects as discussed in the All In sermon series and town hall presentations.

The General Fund Reserves was and will continue to be used to help subsidize normal spending plan expenses in the event that All In Ministry Fund giving does not meet basic spending plan expenses in any given month throughout the initiative and for expenses approved by the board.

General Fund Reserves	
Balance Jan. 1, 2017	\$104,436
Total Receipts	\$151,639
	<b>Subtotal</b>
	<b>\$256,075</b>
Total Expenditures	\$163,953
	<b>Balance Dec. 31, 2017</b>
	<b>\$92,122</b>
<b>Receipts:</b>	
Estate Gift Transfer from Memorial Gift	\$150,000
BIC Foundation Interest	\$1,639
	<b>Total Receipts 2017</b>
	<b>\$151,639</b>
<b>Expenditures:</b>	
Transfer to All in Ministry Fund	\$(131,600)
Consulting & Staff Development Expenses	\$(32,353)
	<b>Total Expenditures 2017</b>
	<b>\$163,953</b>

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## All In Ministry Reserve Fund

Funds from the All In Ministry Reserves are board designated funds for the purpose of fulfilling the special projects mentioned during the All In town halls and presentations. The fund is supplied by transferring the monthly remaining balance from the All In Ministry Fund after operating expenses are met.

All In Ministry Reserve Fund	
Balance Jan 1, 2017	\$0
Total Receipts	\$285,755
	Subtotal
	\$285,755
Total Expenditures for 2017	\$0
	Balance Dec 31, 2017
	\$285,755
<b>Receipts:</b>	
Transfer from All in Ministry Fund	\$285,000
Youth Building Designated Contributions	\$755
	Total Receipts 2017
	\$285,755
<b>Expenditures:</b>	
	Total Expenditures 2017
	\$0

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## Capital Savings Fund

Funds from this account can be used for major capital expenditures for the church. Church Board designated \$125,000 to this fund for some parking lot upgrades to be performed from an Estate Gift.

Capital Savings Fund	
Balance Jan 1, 2017	\$237,701
Total Receipts	\$172,424
	<b>Subtotal</b>
	<b>\$410,125</b>
Total Expenditures for 2017	\$144,695
	<b>Balance Dec 31, 2017</b>
	<b>\$265,430</b>
<b>Receipts:</b>	
LAE Loan Repay	\$300
Members 1 <sup>st</sup> Interest	\$118
BICF Interest	\$219
Estate Gift – Parking Upgrades	\$125,000
Budget Transfer from All In Ministry Fund (Phase 2 Repayment)	\$46,787
	<b>Total Receipts 2017</b>
	<b>\$172,424</b>
<b>Expenditures:</b>	
Lehman Retreat	\$(3,571)
Dillsburg Children's Theming	\$(3,179)
Sanctuary Refresh	\$(89,802)
Dillsburg Parking	\$(1,356)
Phase 2 Advanced Payment	\$(46,787)
	<b>Total Expenditures 2017</b>
	<b>\$(144,695)</b>

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## Replacement Savings Fund

Receipts to this account are received from organizations, individuals, and families that use the church facilities for business or personal events such as parties, receptions, weddings, activities, reunions, etc. Expenditures from this account are used toward the replacement of furnishings and equipment typically utilized during one of these functions or for things as directed by the Church Board.

Replacement Savings Fund	
Balance Jan 1, 2017	\$23,438
Total Receipts	\$16,160
	Subtotal
	\$39,598
Total Expenditures for 2017	\$(7,217)
	Balance Dec 31, 2017
	\$32,381
<b>Receipts:</b>	
Facility Use	\$16,160
	Total Receipts 2017
	\$16,160

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## Memorial Savings Fund

Memorial donations are given by friends and family of loved ones who have passed away and had designated that memorial contributions could be sent to our church.

Several board designated transfers to other funds from an Estate Gift were processed out of this fund this year. Additionally, \$159,645 was used towards the Sanctuary refresh that took place over the summer and another \$110,000 was designated by the board to upgrade some worship technology to move the church towards broadcasting online and livestreaming to our other campuses as well as a First Impressions refresh of the lobby of the Auditorium and to provide our First Impressions volunteers with t-shirts to help our guests more easily identify them.

Memorial Savings Fund	
Balance Jan 1, 2017	\$553,872
Total Receipts	\$1,830
	<b>Subtotal</b>
	<b>\$555,702</b>
Total Expenditures for 2017	\$(544,645)
	<b>Balance Dec 31, 2017</b>
	<b>\$11,057</b>
<b>Receipts:</b>	
Designated Memorial Gifts	\$1,830
	<b>Total Receipts 2017</b>
	<b>\$16,160</b>
<b>Expenditures:</b>	
Estate Gift to General Fund Reserve	\$(150,000)
Estate Gift for Parking Upgrades	\$(125,000)
Sanctuary Refresh	\$(159,645)
First Impressions and Tech Upgrades	\$(110,000)
	<b>Total Expenditures 2017</b>
	<b>\$(544,645)</b>

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## Answering the Call Fund

Answering the Call is the name of the last capital campaign that occurred at TMH. It continues to see some activity from designated giving. Expenses from the Answering the Call fund were investments in the Phase 2 initiative such as architect fees, but also included consulting fees for the All In Initiative, as well as other All In Initiative related expenses which are geared towards expansion.

Answering the Call Fund	
Balance Jan 1, 2017	\$126,099
Total Receipts	\$61,774
	<b>Subtotal</b>
	<b>\$187,873</b>
Total Expenditures for 2017	\$(147,467)
	<b>Balance Dec 31, 2017</b>
	<b>\$40,406*</b>
<b>Receipts:</b>	
Designated Offerings	\$57,586
Orrstown Bank Interest	\$4,188
	<b>Total Receipts 2017</b>
	<b>\$61,774</b>
<b>Expenditures:</b>	
Phase 2 Expenses	\$(61,680)
Generis Consulting	\$(52,000)
All in Related Expenses	\$(33,787)
	<b>Total Expenditures 2017</b>
	<b>\$(147,467)</b>

\* The balance reflected here differs from the balance reported in the 2018 Budget & Bylaws Report. This was a reporting error. The number here is the correct balance.

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## Benevolence Fund

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The Benevolence fund is our fund to provide for the needs of people within our congregation as well as within our community. It is funded primarily as a line item in the spending plan. The funds are administered by our church Benevolence Team.

Benevolence Reserve Fund	
Balance Jan 1, 2017	\$11,332
Total Receipts	\$9,860
	Subtotal
Total Expenditures for 2017	\$(8,364)
	Balance Dec 31, 2017
	\$12,828
<b>Receipts:</b>	
Transfer from All In Ministry Fund	\$9,000
Donor Gift	\$860
	Total Receipts 2017
	\$9,860
<b>Expenditures:</b>	
Disbursements to various needs	\$(8,364)
	Total Expenditures 2017
	\$(8,364)

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