

SUMMARY

| | 2016 ACTUAL | 2017 BUDGET | 2018 BUDGET |
|--------------------|-------------|-------------|-------------|
| Benevolence Factor | 17.75% | 17.75% | 17.725% |
| Collection Rate | 92.08% | 92.00% | 92.00% |

INCOME

| | | | |
|-------------------------------------|-------------------|-------------------|-------------------|
| APPORTIONMENTS | 14,343,308 | 14,218,923 | 14,260,361 |
| NON-APPORTIONED INCOME | | | |
| Grants | 94,073 | 122,650 | 92,850 |
| Event Income | 2,132,601 | 2,089,831 | 2,150,163 |
| Publications | 717 | 19,176 | 4,100 |
| Individual Gifts | 8,444 | 0 | 0 |
| Reimbursements | 99,002 | 99,783 | 99,783 |
| Other Income/Sources of Funds | 616,638 | 2,027,892 | 1,805,879 |
| Interest | 38,589 | 30,000 | 30,000 |
| Carry Forward Budgeted | 21,000 | 21,000 | 21,000 |
| Carry Forward Unbudgeted | 0 | 0 | 0 |
| TOTAL NON-APPORTIONED INCOME | 3,011,063 | 4,410,332 | 4,203,775 |
| TOTAL INCOME | 17,354,371 | 18,629,255 | 18,464,136 |

EXPENSE

DISCIPLESHIP

REGIONS

| | | | |
|----------------------|------------------|------------------|------------------|
| Southern Region | 547,106 | 592,031 | 604,425 |
| Baltimore Region | 571,733 | 592,131 | 602,825 |
| Washington Region | 619,747 | 627,438 | 641,577 |
| Western Region | 637,232 | 603,181 | 614,776 |
| TOTAL REGIONS | 2,375,818 | 2,414,781 | 2,463,603 |

MINISTRY TEAMS

| | | | |
|---------------------------------------|------------------|------------------|------------------|
| Connectional Ministries | 2,518,741 | 2,557,569 | 3,073,908 |
| Focus on Missions & Advocacy | 3,970,237 | 4,135,981 | 4,098,206 |
| Note: General Apportionments | 3,491,262 | 3,574,385 | 3,571,610 |
| Congregation & Leadership Development | 305,160 | 365,664 | 0 |
| Focus on Church Growth | 1,192,002 | 1,224,864 | 1,190,651 |
| Focus on Church Leaders | 285,761 | 287,634 | 294,058 |
| TOTAL MINISTRY TEAMS | 8,271,901 | 8,571,712 | 8,656,823 |

TOTAL DISCIPLESHIP

| | | |
|-------------------|-------------------|-------------------|
| 10,647,719 | 10,986,493 | 11,120,426 |
|-------------------|-------------------|-------------------|

STEWARDSHIP

| | | | |
|----------------|-----------|-----------|-----------|
| Operations | 3,007,381 | 3,849,782 | 3,702,539 |
| Communications | 622,987 | 623,903 | 655,114 |
| Finance | 487,344 | 509,546 | 532,377 |
| HR/Benefits | 1,889,022 | 2,217,732 | 2,036,162 |

| | | | |
|--------------------------------|-------------------|-------------------|-------------------|
| TOTAL STEWARDSHIP | 6,006,734 | 7,200,963 | 6,926,192 |
| <u>EPISCOPAL OFFICE</u> | 415,794 | 441,799 | 417,518 |
| TOTAL OPERATING EXPENSE | 17,070,248 | 18,629,255 | 18,464,136 |
| | 284,124 | 0 | 0 |

- Denotes items funded from Non-Apportionment sources
 Includes percent non-apportioned if less than 100%

Southern Region

| EXPENSES | 2017 BUDGET | 2018 BUDGET |
|--|--------------------|--------------------|
| Personnel | | |
| Total Salary | 424,171 | 433,566 |
| Total Benefits | 118,910 | 120,109 |
| Total Personnel | 543,081 | 553,675 |
| Travel | 22,000 | 22,700 |
| Continuing Education | 4,200 | 4,800 |
| Regional Strategy/Program | | |
| Meetings | 1,000 | 1,500 |
| Washington East District | | |
| District Superintendent | 2,500 | 2,500 |
| Washington East District | 2,000 | 2,000 |
| Annapolis District | | |
| District Superintendent | 2,500 | 2,500 |
| Annapolis District | 2,000 | 2,000 |
| Total Regional Strategy/Program | 10,000 | 10,500 |
| Administration | | |
| Copying and printing | 2,200 | 2,200 |
| Supplies | 2,300 | 2,300 |
| Postage | 500 | 500 |
| Telecommunications | 1,500 | 1,500 |
| Cell Phone | 3,750 | 3,750 |
| Total Administration | 10,250 | 10,250 |
| Property and Equipment | | |
| Equipment | 500 | 500 |
| Contingency | 2,000 | 2,000 |
| Total Southern Region | 592,031 | 604,425 |

Baltimore Region

| EXPENSES | 2017 BUDGET | 2018 BUDGET |
|--|--------------------|--------------------|
| Personnel | | |
| Total Salary | 424,171 | 433,566 |
| Total Benefits | 118,910 | 120,109 |
| Total Personnel | 543,081 | 553,675 |
| Travel | 21,500 | 21,500 |
| Continuing Education | 4,800 | 4,800 |
| Regional Strategy/Program | | |
| Meetings | 1,000 | 1,000 |
| Baltimore Suburban District | | |
| District Superintendent | 2,500 | 2,500 |
| Baltimore Suburban District | 2,000 | 2,000 |
| Baltimore Metropolitan District | | |
| District Superintendent | 2,500 | 2,500 |
| Baltimore Metropolitan District | 2,000 | 2,000 |
| Total Regional Strategy/Program | 10,000 | 10,000 |
| Administration | | |
| Copying and printing | 2,200 | 2,400 |
| Supplies | 2,300 | 2,300 |
| Postage | 500 | 400 |
| Telecommunications | 1,500 | 1,500 |
| Cell Phone | 3,750 | 3,750 |
| Total Administration | 10,250 | 10,350 |
| Property and Equipment | | |
| Equipment | 500 | 500 |
| Contingency | 2,000 | 2,000 |
| Total Baltimore Region | 592,131 | 602,825 |

Washington Region

| EXPENSES | 2017 BUDGET | 2018 BUDGET |
|--|--------------------|--------------------|
| Personnel | | |
| Total Salary | 449,561 | 459,518 |
| Total Benefits | 126,027 | 127,299 |
| Total Personnel | 575,588 | 586,817 |
| Travel | 22,500 | 23,000 |
| Continuing Education | 4,200 | 6,000 |
| Regional Strategy/Program | | |
| Meetings | 1,100 | 1,100 |
| Greater Washington District | | |
| District Superintendent | 2,500 | 2,500 |
| Greater Washington District | 2,200 | 2,200 |
| Central Maryland District | | |
| District Superintendent | 2,500 | 2,500 |
| Regional Coordinator | 1,000 | 1,000 |
| Central Maryland District | 2,000 | 2,000 |
| Total Regional Strategy/Program | 11,300 | 11,300 |
| Administration | | |
| Copying and printing | 2,700 | 2,700 |
| Supplies | 2,150 | 2,150 |
| Postage | 500 | 580 |
| Telecommunications | 1,500 | 1,830 |
| Cell Phone | 4,400 | 4,600 |
| Total Administration | 11,250 | 11,860 |
| Property and Equipment | | |
| Equipment | 500 | 500 |
| Contingency | 2,100 | 2,100 |
| Total Washington Region | 627,438 | 641,577 |

Western Region

| EXPENSES | 2017 BUDGET | 2018 BUDGET |
|--|----------------|----------------|
| Personnel | | |
| Total Salary | 424,171 | 433,567 |
| Total Benefits | 118,910 | 120,109 |
| Total Personnel | 543,081 | 553,676 |
| Travel | 27,500 | 29,500 |
| Continuing Education | 4,200 | 4,200 |
| Regional Strategy/Program | | |
| Meetings | 1,000 | 1,000 |
| Frederick District | | |
| District Superintendent | 2,500 | 2,500 |
| Frederick District | 2,000 | 2,000 |
| Cumberland/Hagerstown District | | |
| District Superintendent | 2,500 | 2,500 |
| Cumberland/Hagerstown Distric | 2,000 | 2,000 |
| Total Regional Strategy/Program | 10,000 | 10,000 |
| Administration | | |
| Copying and printing | 2,200 | 2,200 |
| Supplies | 2,700 | 2,700 |
| Postage | 500 | 500 |
| Telecommunications | 5,500 | 5,000 |
| Cell Phone | 2,500 | 2,500 |
| Total Administration | 13,400 | 12,900 |
| Property and Equipment | | |
| Equipment | 3,000 | 2,500 |
| Contingency | 2,000 | 2,000 |
| Total Western Region | 603,181 | 614,776 |

Connectional Ministries

| EXPENSES | 2017 BUDGET | 2018 BUDGET |
|--|--------------------|--------------------------|
| Personnel | | |
| Total Salary | 266,705 | 602,933 |
| Total Benefits | 74,767 | 176,659 |
| Total Personnel | 341,472 | 779,592 |
| Travel | 13,500 | 23,800 |
| Continuing Education | 4,290 | 5,490 |
| Department Strategy/Program | | |
| Discipleship Council | 1,648 | 1,648 |
| Connectional Table | 3,832 | 3,832 |
| Board of Laity | 7,840 | 7,840 |
| Ministry of the Laity | 44,000 | 44,000 # |
| Children's Offering & Seminar | 14,250 | 14,250 # |
| ROCK Event | 270,000 | 270,000 # |
| Youth Ministry - CCYM/DCYM | 24,000 | 24,000 |
| Young Adults | | |
| Young Adult Strategy | 27,053 | 27,053 # (5%) |
| Campus Ministry | 353,440 | 353,440 |
| Camping Ministry | 1,440,994 | 1,502,713 # |
| Total Department Strategy/Program | 2,187,057 | 2,248,776 |
| Administration | | |
| Copying and printing | 1,500 | 3,000 |
| Supplies | 2,000 | 2,500 |
| Postage | 250 | 750 |
| Cell Phone | 2,500 | 5,000 |
| Total Administration | 6,250 | 11,250 |
| Contingency | 5,000 | 5,000 |
| Total Connectional Ministries | 2,557,569 | 3,073,908 # (60%) |

Focus on Missions & Advocacy

| EXPENSES | 2017 BUDGET | 2018 BUDGET |
|---|------------------|------------------------|
| Grant - Quality of Life Retreats | 3,696 | 3,696 |
| Grant - Appalachian Development | 3,790 | 3,790 |
| Grant - MILC (MD Interfaith Legislative Committee) | 500 | 500 |
| Grant - United Methodist Community Services | 3,790 | 2,790 |
| Total Mission and Justice Grants | 11,776 | 10,776 |
| Commission on Disabilities | 1,730 | 1,730 |
| Status and Role of Women | 1,730 | 1,730 |
| Ethnic Local Church Concerns | 1,730 | 1,730 |
| Grants -Unity & Ecumenical Concerns | 29,149 | 29,149 |
| Unity & Ecumenical Concerns Oper Fund | 1,061 | 1,061 |
| Hope for the City | 26,084 | 26,084 |
| Zimbabwe Partnership | 64,557 | 24,557 |
| South Korea Partnership | 13,731 | 13,731 |
| Latin American Partnership | 2,252 | 7,252 |
| Eurasian Partnership | 13,843 | 13,843 |
| Total Advocacy and Partnerships | 155,867 | 120,867 |
| Operating Fund | 7,130 | 7,130 |
| Peace with Justice | 8,000 | 8,000 # |
| Legislative Advocacy | 16,995 | 16,995 |
| Drugs and Violence | 2,186 | 2,186 |
| HIV AIDS | 2,186 | 2,186 |
| Children and Poverty | 11,255 | 12,255 |
| Native American Ministry | 21,000 | 21,000 # |
| Religion and Race | 1,730 | 1,730 |
| Family Event - Kings Dominion | 0 | 0 |
| Total Church and Society | 70,482 | 71,482 |
| Board of Global Ministries Secretary | 560 | 560 |
| Education and Cultivation | 4,480 | 4,480 |
| Deaf Ministries | 228,900 | 228,900 # (3%) |
| Justice for our Neighbors | 72,000 | 72,000 |
| Volunteers in Mission | 5,764 | 5,764 |
| Disaster Response | 5,764 | 5,764 |
| Refugee Resettlement- UMCOR | 1,154 | 1,154 |
| School of Christian Mission | 3,695 | 3,695 |
| Parish Nurse Ministry | 1,154 | 1,154 |
| Total Global Ministries | 323,471 | 323,471 |
| Total Focus on Missions & Advocacy | 561,596 | 526,596 |
| GENERAL & JURISDICTIONAL APPORTIONMENTS | | |
| World Services | 1,886,591 | 1,892,600 |
| Interdenominational Coop | 50,654 | 49,993 |
| African University | 57,820 | 57,064 |
| Black College | 258,360 | 254,984 |
| Ministerial Education Fund | 647,696 | 639,232 |
| | (161,924) | (159,808) |
| | 485,772 | 479,424 |
| Episcopal Fund | 567,897 | 560,476 |
| General Administration | 227,706 | 224,731 |
| Northeast Jurisdictional Apportionments | 39,585 | 52,338 |
| Total Apportionments | 3,574,385 | 3,571,610 |
| TOTAL FOCUS ON MISSIONS & ADVOCACY | 4,135,981 | 4,098,206 #(1%) |

Congregation & Leadership Development

| EXPENSES | 2017 BUDGET | 2018 BUDGET |
|--|--------------------|--------------------|
| Personnel | | |
| Total Salary | 243,033 | 0 |
| Total Benefits | 68,131 | 0 |
| Contract/Stewardship Resource Specialist | 30,000 | 0 |
| Total Personnel | 341,164 | 0 |
| Travel | 15,300 | 0 |
| Continuing Education | 2,200 | - |
| Administration | | |
| Copying and printing | 1,500 | 0 |
| Supplies | 500 | 0 |
| Postage | 500 | 0 |
| Cell Phone | 2,500 | 0 |
| Total Administration | 5,000 | 0 |
| Contingency | 2,000 | 0 |
| Total Congregation & Leadership Development | 365,664 | - |

Focus on Church Growth

EXPENSES

| | 2017 BUDGET | 2018 BUDGET | |
|---------------------------------------|------------------|------------------|---------------|
| Grants - New Faith Ministries | 385,000 | 385,000 | |
| Grants - New Church Starts | 296,224 | 296,224 | #(12%) |
| Strategic Growth Initiatives | 268,000 | 178,000 | |
| Equitable Compensation | 70,000 | 70,000 | |
| New Church Start Strategy Development | 70,000 | 70,000 | |
| Small Church Ministry | 3,800 | 3,800 | |
| Congregation Development | 45,000 | 45,000 | #(33%) |
| Latino/Hispanic Ministry | 65,000 | 65,000 | |
| Korean Ministry | 3,120 | 3,120 | |
| Asian-American Ministry | 3,120 | 3,120 | |
| Strengthening the Black Church | 15,600 | 15,600 | |
| Older Adult Ministry | 0 | 5,000 | |
| New Ministry Opportunities | 0 | 50,787 | |
| Total Focus on Church Growth | 1,224,864 | 1,190,651 | #(4%) |

Focus on Church Leaders

EXPENSES

| | 2017 BUDGET | 2018 BUDGET | |
|--------------------------------------|----------------|----------------|----------------|
| Certified Lay Ministry | 16,000 | 16,000 | # |
| Board of Ordained Ministry (BOOM) | 74,000 | 77,000 | #(52%) |
| Other BOOM Expenses | 41,250 | 41,250 | # |
| Ministerial Education Fund - BWC | 156,384 | 159,808 | |
| Total Focus on Church Leaders | 287,634 | 294,058 | #(33%) |

Operations

EXPENSES

| | 2017 BUDGET | 2018 BUDGET | |
|---|------------------|------------------|--------|
| Personnel | | | |
| Total Salary | 476,280 | 489,148 | |
| Total Benefits | 131,492 | 140,978 | |
| Total Personnel | 607,772 | 630,126 | |
| Travel | 6,800 | 6,800 | |
| Continuing Education | 2,600 | 2,600 | |
| Strategy/Program | | | |
| Annual Conference - Sessions | 375,000 | 385,000 | #(52%) |
| General/NEJ Conference | 10,000 | 10,000 | |
| Operations Administration | | | |
| Copying and printing | 2,800 | 2,800 | |
| Supplies | 2,100 | 2,100 | |
| Postage | 250 | 250 | |
| Conference Calls | 400 | 400 | |
| Operational Hospitality | 7,200 | 7,200 | |
| Cell Phone | 2,250 | 2,000 | |
| Contingency | 4,000 | 4,000 | |
| Total Operations Administration | 19,000 | 18,750 | |
| Conference Administration | | | |
| Conference Secretary | 3,000 | 3,000 | |
| Legal | 123,000 | 123,000 | |
| Replenish Legal Reserve | 200,000 | 0 | |
| Replenish/Increase Apportionment Reserve (15% goal) | 100,000 | 350,000 | |
| Archives | 113,323 | 116,723 | |
| D & O Liability Insurance | 22,000 | 22,000 | |
| Total Conference Administration | 561,323 | 614,723 | |
| Property and Equipment | | | |
| Annual Conference Property | | | |
| Conference Property Insurance | 143,000 | 118,000 | |
| Camp Debt Service | 160,000 | 170,000 | |
| Episcopal Residence | | | |
| Taxes/fees | 9,000 | 9,600 | |
| Maintenance | 5,358 | 5,358 | |
| Utilities | 10,100 | 10,100 | |
| Capital Expense | 2,000 | 2,000 | |
| Contingency | 1,000 | 1,000 | |
| Total Episcopal Residence | 27,458 | 28,058 | #(36%) |
| Total Annual Conference Property | 330,458 | 316,058 | |
| Regional Offices | | | |
| Lease | 21,277 | 21,703 | |
| Service Contracts | 1,650 | 1,650 | |
| Total Regional Offices | 22,927 | 23,353 | |
| Episcopal Office Lease | 55,460 | 55,460 | |
| Facilities Management and IT | | | |
| Conference Center Costs | | | |
| Office Supplies | 15,000 | 15,000 | |
| Postage | 5,000 | 5,000 | # |
| Conference Center Mortgage | 638,802 | 599,529 | #(12%) |
| Accelerated Mortgage Reserve | 700,000 | 500,000 | |
| Utilities & Service Contracts | 90,490 | 91,990 | |
| Maintenance/ Janitorial & Maintenance Contracts | 122,850 | 129,850 | |
| Improvements, furnishings | 1,050 | 1,050 | |
| Replacement Reserve Fund | 108,500 | 108,500 | |
| Information Technology Costs | | | |
| IT Services | 72,000 | 72,000 | |
| Software & Development | 15,000 | 20,000 | |
| Copiers and Machines | 23,400 | 24,400 | #(91%) |
| Computers and software | 24,720 | 25,720 | |
| Telecommunications | 21,630 | 21,630 | |
| Total Facilities Management and IT | 1,838,442 | 1,614,669 | |
| Contingency | 20,000 | 25,000 | |
| Total Operations | 3,849,782 | 3,702,539 | #(8%) |

Communications

| EXPENSES | 2017 BUDGET | 2018 BUDGET | |
|--|--------------------|--------------------|-------|
| Personnel | | | |
| Total Salary | 366,948 | 386,845 | |
| Contract services | 30,000 | 30,000 | |
| Total Benefits | 102,868 | 113,346 | |
| Total Personnel | 499,816 | 530,191 | |
| Travel | 11,163 | 11,999 | |
| Continuing Education | 3,376 | 3,376 | |
| Programs and Operations | | | |
| Fees and subscriptions | 1,025 | 1,025 | |
| Program supplies | 10,000 | 10,000 | |
| Total Regional Strategy/Program | 11,025 | 11,025 | |
| Administration | | | |
| Supplies | 3,202 | 3,202 | |
| Postage | 23,000 | 23,000 | |
| Copying | 1,167 | 1,167 | |
| Printing | 62,002 | 62,002 | #(7%) |
| Cell Phone | 3,000 | 3,000 | |
| Equipment | 3,152 | 3,152 | |
| Total Administration | 95,523 | 95,523 | |
| Contingency | 3,000 | 3,000 | |
| Total Communications | 623,903 | 655,114 | #(1%) |

Finance

EXPENSES

| | 2017 BUDGET | 2018 BUDGET |
|---|----------------|-----------------------|
| Personnel | | |
| Total Salary | 323,689 | 338,565 |
| Total Benefits | 87,377 | 95,684 |
| Total Personnel | 411,066 | 434,249 |
| Travel | 1,300 | 1,125 |
| Continuing Education | 2,758 | 2,758 |
| Administration | | |
| Copying and printing | 1,827 | 1,900 |
| Supplies | 2,050 | 2,650 |
| Postage | 1,700 | 1,600 |
| Phone | 180 | 80 |
| Cell Phone | 800 | 800 |
| Bank Fees | 22,000 | 22,000 # |
| Document Scanning | 6,500 | 6,000 |
| Financial Services Fees | 18,000 | 18,000 |
| Audit | 35,000 | 35,000 |
| Contract Services | 1,264 | 1,264 |
| Contingency | 1,500 | 1,500 |
| Total Administration | 90,821 | 90,794 |
| Property and Equipment | | |
| Equipment | 850 | 700 |
| Service Contracts - Accounting Software | 2,751 | 2,751 |
| Total Property & Equipment | 3,601 | 3,451 |
| Total Finance | 509,546 | 532,377 # (6%) |

HR/Benefits

EXPENSES

2017 BUDGET 2018 BUDGET

Personnel

| | | | |
|------------------------|----------------|----------------|--------|
| Total Salary | 133,372 | 138,025 | #(21%) |
| Total Benefits | 37,389 | 48,846 | |
| Total Personnel | 170,761 | 186,871 | |

Travel

2,800 4,800

Continuing Education

1,500 1,500

Strategy and Program

Human Resources Programs:

| | | | |
|--------------------------------------|---------|---------|--|
| Human Resources | 2,500 | 2,500 | |
| Staff Development | 13,500 | 13,500 | |
| Staff Recruitment | 3,000 | 3,000 | |
| Education Programs Health & Benefits | 350 | 350 | |
| Moving Expense | 160,000 | 160,000 | |

Retiree Programs:

| | | | |
|--------------------------|-----------|-----------|--------|
| Retiree Luncheon | 10,000 | 11,000 | #(18%) |
| Retiree Medical Premiums | 1,837,630 | 1,635,000 | # |
| Laily Retiree Benefits | 10,000 | 12,000 | |

Total Strategy and Program

2,036,980 1,837,350

Administration

| | | | |
|-----------------------------|--------------|--------------|--|
| Copying and printing | 1,527 | 1,977 | |
| Supplies | 1,064 | 1,064 | |
| Postage | 1,300 | 800 | |
| Cell Phone | 800 | 800 | |
| Contingency | 1,000 | 1,000 | |
| Total Administration | 5,691 | 5,641 | |

Total HR/Benefits

2,217,732 2,036,162 #(82%)

Episcopal Office

| EXPENSES | 2017 BUDGET | 2018 BUDGET | |
|-------------------------------------|--------------------|--------------------|--------|
| Personnel | | | |
| Total Salary | 246,888 | 216,990 | |
| Total Benefits | 69,211 | 63,578 | |
| Total Personnel | 316,099 | 280,568 | #(28%) |
| Travel | 4,000 | 12,000 | |
| Continuing Education | 1,750 | 3,750 | |
| Strategy/Program | | | |
| Episcopacy Committee | 3,000 | 3,000 | |
| Episcopal Discretionary | 25,000 | 25,000 | |
| Cabinet Budget | | | |
| Program/Retreats | 20,000 | 20,000 | |
| Cabinet Strategy | 4,000 | 4,000 | |
| Sustentation | 47,000 | 47,000 | |
| Contingency | 2,000 | 2,000 | |
| Total Strategy/Cabinet | 101,000 | 101,000 | |
| Bishop's Day Apart | | | |
| Clergy | 2,500 | 2,500 | |
| Total Bishop's Day Apart | 2,500 | 2,500 | # |
| Administration | | | |
| Copying and printing | 1,700 | 1,700 | |
| Supplies | 2,500 | 2,500 | |
| Postage | 1,000 | 1,000 | |
| Phone & Communication | 4,200 | 4,200 | |
| Cell Phone | 3,550 | 4,800 | |
| Total Administration | 12,950 | 14,200 | |
| Property and Equipment | | | |
| Equipment | 1,500 | 1,500 | |
| Total Property and Equipment | 1,500 | 1,500 | # |
| Contingency | 2,000 | 2,000 | |
| Total Episcopal Office | 441,799 | 417,518 | #(20%) |