

**Call to Be Family dba Lutheran Marriage Encounter
North American Region
Preliminary 2023 Financial Report January ??, 2024**

EXECUTIVE SUMMARY

The 2023 Financial Report shows an overall balance increase in value of \$16,024. from \$255,765.91 to \$271,790.23. The most significant source of the increase was unrealized gains of \$26,396.68 in the value of long-term investment funds. Total operating expenses exceeded revenues by \$10,372.36. Operating accounts (not including DREAM) ended with a value of \$195,322.18. I do want to emphasize the fact that operating expenses exceeded revenues by over \$10,000 which would be a concern if continued over time. The deficit in operating transactions is offset by gains in investment values which can fluctuate year by year.

The DREAM Fund had expenses of **-\$8,851.50** and new donations of **\$3,025** with an ending balance of \$76,468.23. The DREAM balance increase results primarily from unrealized gains in investments.

Program services remained low for 2023. We held 4 completed experiences during 2023 (two in person and two virtually) with a total of 22 couples completing the experience. Experience expenses exceeded revenues by **\$(2,198.88)** or almost \$100 per couple. This does not include our operating overhead of **(\$19,612.12)** or **\$891** per couple.

**Year to year operating accounts financial summaries are in the table below:
(This does not include the DREAM FUND)**

Balance summary-Operating acct		Annual Change
2013	\$79,374.21	-\$28,441.04
2014	\$69,811.66	-\$9,562.55
	2-year average change	-\$19,001.80
2015	\$101,762.93	\$31,951.27
2016	\$111,025.27	\$9,263.34
2017	\$143,595.60	21,667.73
2018	\$145,488.43	1,892.83
2019	\$169,653.37	24,164.94
2020	\$186,798.05	17,145.57
2021	\$210,420.06	23,622.01
2022	\$183,530.26	-\$26,889.80
2023	\$195,347.00	\$11,826.74
	9-year average change	+\$12,738.29

Our financial condition remains stable even considering the impact of three years of pandemic and one year of unrealized losses. We need to maintain patience for securities markets to recover from 2022 losses. Historically, every down market has recovered within a few years.

Balance Sheet

Please note that for reporting to the IRS; both Operating and DREAM accounts are combined. The combined balance sheet increase in the operating and DREAM accounts was + \$16,024.32. Unrealized gains in investment accounts were +\$26,396.68.

If Unrealized gains were excluded our accounts would show a decrease of --\$10,372.36.

Our combined 2022 Balance Sheet details are in the tables below.

Balance Sheet Distribution of assets	Ending Balance 2022	Ending Balance 2023
cash, checking, PayPal, and non-interest bearing accounts	8,919.43	14,715.20
Savings and temporary cash investments	1,033.39	998.93
Investments-publicly traded investments	245,813.09	256,076.10
End of Year Total assets	255,765.91	271,790.23
Liabilities (All transactions are on a cash basis)	-0-	-0-
Unrestricted net assets (Operating account)	183,530.26	195,322.18
Temporarily restricted net assets (DREAM Fund)	72,775.65	76,468.23
Total Assets all funds	255,765.91	271,790.41
Gains or (losses) 2022 & 2023	- \$57,209.33	+ \$16,024.32

Unrealized losses are split between Operating and Dream accounts based on the overall value of accounts.

Account balance details, where assets are allocated

255,765.91 Beginning combined Oper + DREAM fund Balance Jan 1, 2023	
Account balances Dec 31, 2023 (where Funds are allocated)	
\$15,559.99	Wells Fargo NAR Acct (checking & savings) (OPERATING)
\$199.14	PayPal holding account (OPERATING)
\$35,391.18	*Morgan Stanley securities (Operating)
\$76,468.23	*Morgan Stanley securities (DREAM) (with OPER Acct total = \$111,859.41)
\$144,171.69	T Rowe Price Money Market and securities (OPERATING)
271,790.23	Total balance of all accounts
+ \$16,024.32	Year-End total increase in Operating and DREAM account balance. This combines the transactions deficit of (\$10,348.38) and Unrealized gains of \$26,396.68

*Morgan Stanley funds originally were 100% DREAM funds. As DREAM Expenditures occurred, not all expenditures were pulled from these accounts resulting in the portion shown being NAR funds. The current allocation is based on the percentage share of all assets at the beginning of the year and then applying revenue and expenditures to the DREAM FUND with the remaining assets allocated as operating funds.

I analyzed the impact of gains and losses plus earnings in investments since 2015. During this period we had a total of unrealized losses of \$(68,394) and unrealized gains of \$61,069 for a net unrealized loss of (\$7,328). During the same period we had earnings (mostly) in capital gains and dividends totaling \$53,093. The earnings would certainly outpace the rate of non-securities like a bank savings account. Using assumptions for the impact I estimate that having these funds in securities for the past nine years had a net positive benefit of over \$40,000.

Operating accounts

Experience Statistics

As reported in the overview, we held 3 North American experiences which is significantly lower than prior years as shown on the table below. Last year we were hopeful for a recovery in these data for 2023 but that did not occur.

North American Region program statistics 2019-2023

Service area	Events	Couples	Events	Couples	Events	Couples	Events	Couples	Events	Couples
	2019	2019	2020	2020	2021	2021	2022	2022	2023	2023
EAST Dist	7	54	1	16	2	7	5	18	2	11
CENTRAL Dist	5	24	3	8	0		1	9	0	0
WEST Dist	2	9	0	0	0	0	0	0	0	0
VIRTUAL					3	29	1	9	2	11
NAR total	14	87	4	24	5	36	7	36	4	22

During 2021 and 2022 Districts were reorganized into 3 area districts and a virtual Development Team for the entire region. Former Districts 2 and 3 are combined into the Central District for all years in the chart above.

As Weekend Programs are the primary function of our organization the financial results are listed below.

Weekend Finance summary 2023		
Revenues		
4010	Application Fee/ Facility prepay	\$4,196.57
4012	Weekend donations	\$1,615.15
4070	Donate W/E Travel	\$56.57
	Total program revenue	\$5,868.16
Expenses		
6900	W/E facility	(\$5,454.94)
6920	W/E Presenter travel	(\$984.44)
6940	W/E Pastoral expenses	(56.57)
6950	W/E postage/supplies	(\$1,090.60)
	Total direct Program Expenses	(\$7,586.55)
	Net Program cost 2023	(\$1,988.39)

EXPERIENCE COUPLES REPORT 2023

Wknd-ID	Location	Wknd_date	District	Total Couples	Lay start	Lay end	Clergy start	Clergy end
106	Virtual	3/3/2023	Central	6	4	4	5	2
109	Lancaster, PA	5/5/2023	EAST	7	6	6	1	1
110	Virtual	11/3/2023	CENTRAL	5	5	0	0	0
112	Streetsboro, OH	11/19/2023	East	4	4	4	0	0
Totals 4 events				22	19	14	6	3

EXPERIENCE FINANCE REPORT

W/E#	Location	NET Amount	Revenue	Expense
106	Virtual March 3-5-23	\$982.80	\$1,075.00	(\$92.20)
109	Lancaster, PA 5-5-23	(\$817.55)	\$2,281.57	(\$3,099.12)
110	Virtual November 11-3-23	\$288.33	\$378.02	(\$89.69)
112	Streetsboro, OH 11-19-23	(\$7.77)	\$1,653.08	(\$1,660.85)
Summary ME Experiences		Totals	Total revenue	Total Expense
Total by Account#		\$445.81	\$5,387.67	(\$4,941.86)

2023 Lutheran Marriage Business meetings Financial data

		Totals	District Facility 6320	NAR Facility 6330	NAR Travel 6332
115	Coralville, IA Central District BD and reunion	(\$2,826.01)	(\$2,826.01)		
105	2023 NAR MTG Mesa, AZ	(\$10,656.09)		(\$4,381.09)	(\$6,275.00)
116	2024 Mesa NAR Board	(\$2,335.28)			(\$2,335.28)
Summary ME Business meetings					
Total by Account#		(\$15,817.38)	(\$2,826.01)	(\$4,381.09)	(\$8,610.28)

Event # 116 is a 2024 meeting with expenses paid in 2023

Charitable Donations received

(Weekend, DREAM, and Meetings data also in other tables)

Our charitable donations had remained relatively stable over several years and through 2019. As we might expect, the effect on program services due to COVID in 2020, 2021, and 2022 had impact on donations with over a 50% reduction from 2019. With the COVID risk declining in 2023 our program statistics declined along with another 20% decline in charitable donations. The reductions came from two causes. First, with the significant drop in newly encountered couples there were fewer weekend donations. Secondly, several who had donated regularly in prior years discontinued donations between 2020 and 2023 citing changes in their financial situations. The Board should be ready to consider long-term impacts on total financial operations considering our current program and .

Donations 2023 by source

ACCT	Donation source	Amount received
4012	Weekend donations	\$1,615.00
4020	Donations non-Designated	\$3,050.00
4056	Thrivent/VANCO Simply Giving	\$3,480.00
4058	Thrivent-Choice	\$576.00
4070	Donate W/E Travel	\$56.57
5000	DREAM Donation non-directed	\$25.00
5050	DREAM App Development	\$3,000.00

Total donations	\$11,802.57
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The 2023 donations shown in the table compares to the 2019 (Pre-pandemic) total of \$36,942

General revenue

General Revenues not including weekend revenue, donations, or DREAM

Account#	Acct_name	Total Of Amount
4400	Interest and Dividends	\$9,719.62
4650	Misellaneous revenue	\$24.47
	General Revenue	\$9,744.09

Chart of all revenues by source

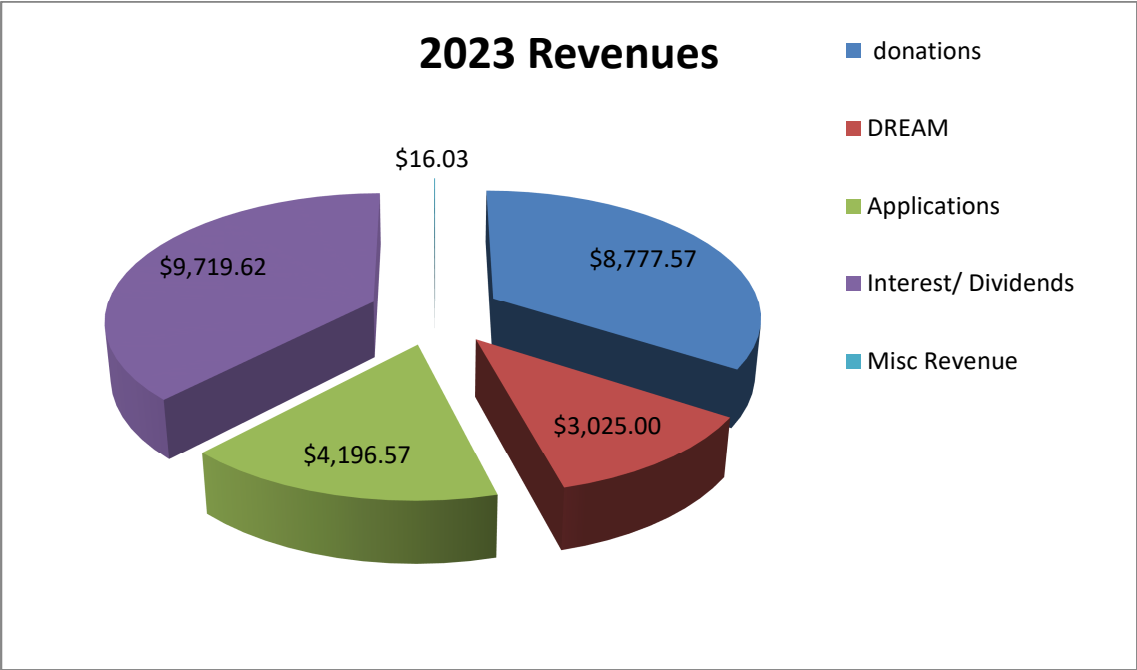
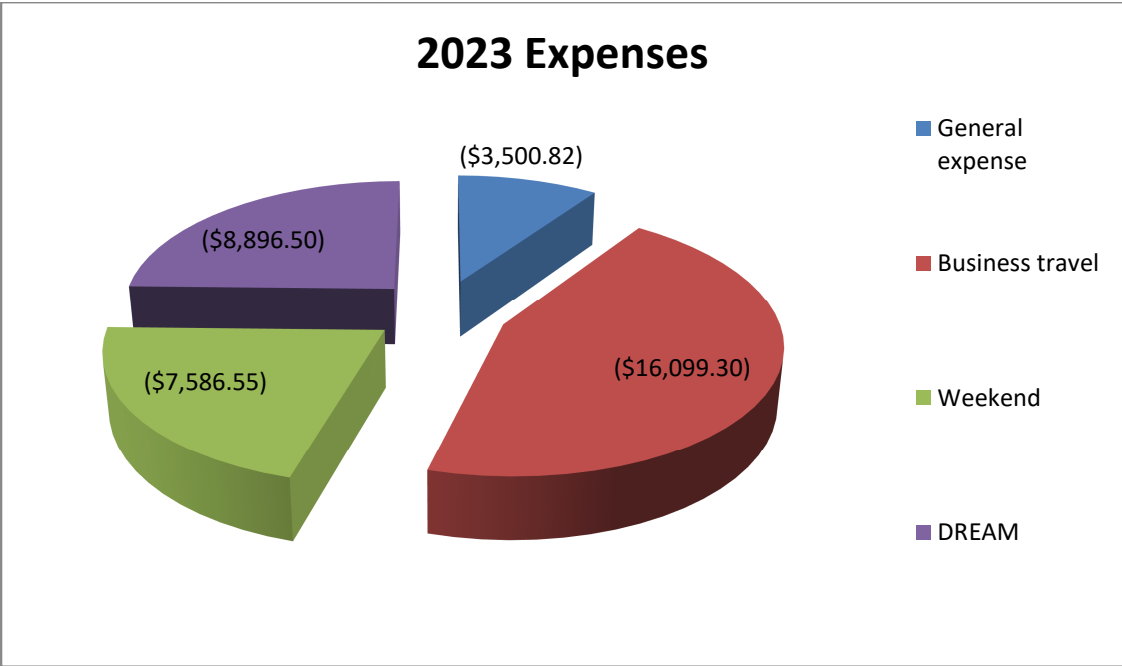


Chart of all Expenses by purpose



This chart includes amounts shown on other pages.

DREAM Fund

The DREAM Fund Regained a portion of the unrealized losses from investment accounts in 2022. As previously noted, we should anticipate further recovery of these losses as security markets improve over time.

Of the DREAM funds, \$41,514.24, are unallocated with expenses paid as they occur The India Outreach has \$8,523.99 in allocated funds. I recommend that the Board de-allocate the India Outreach which would make the unallocated beginning 2024 amount \$50,013.23. During 2022 the Board approved allocation of \$30,000 for development of a mobile device app with \$6,030 spent for this purpose during 2023.

2023 DREAM Beginning Account Balances 01/01/2023

account	Acct_name	DREAM
1010	DREAM-Unall Beg Bal	\$34,251.66
1012	DREAM-India Beg Bal	\$8,523.99
1014	DREAM-APP Beg Bal	\$29,460.00
	Beginning Balances	\$72,235.65

DREAM Transactions during 2023

1/5/2023	App Development services	\$ (540.00)
4/19/2023	Memorial donation in memory of Sheila Olson	\$ 25.00
8/15/2023	Donation designated to APP Development	\$ 1,500.00
8/23/2023	Donation designated to APP Development	\$ 1,500.00
8/31/2023	Transfer out partial registration scholarship	\$ (45.00)
8/31/2023	App Development services	\$ (2,975.00)
9/7/2023	Leinicke Group Marketing services	\$ (676.50)
10/12/2023	Leinicke Group Marketing services	\$ (275.00)
10/18/2023	App Development services	\$(2,515.00)
12/27/2023	Leinicke Group Marketing services	\$(1,870.00)
	Net of DREAM transactions during 2023	\$(5,871.50)

Unrealized Gains in investments \$10,104.08

End of year total balance of DREAM Assets	\$76,468.23
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2024 DREAM Beginning Account Balances 01/01/2024

account	Acct_name	DREAM
1010	DREAM-Unall Beg Bal	\$41,514.24
1012	DREAM-India Beg Bal	\$8,523.99
1014	DREAM-APP Beg Bal	\$26,430.00
	Beginning Balances	\$76,468.23

2023 CTBF Beginning Account Balances 1/1/2023

account	Acct_name	Total Of Amount	OPER	DREAM
1000	Operating Fund Beg Balance	\$183,530.26	\$183,530.26	
1010	DREAM-Unall Beg Bal	\$34,251.66		\$34,251.66
1012	DREAM-India Beg Bal	\$8,523.99		\$8,523.99
1014	DREAM-APP Beg Bal	\$29,460.00		\$29,460.00
Total Beginning Fund Balances		\$255,765.91	\$183,530.26	\$72,235.65

2024 CTBF Beginning Account Balances 01/01/2024

account	Acct_name	Total Of Amount	OPER	DREAM
1000	DREAM Fund Beg bal	\$195,322.28	\$195,322.28	
1010	DREAM-Unall Beg Bal	\$41,489.24		\$41,489.24
1012	DREAM-India Beg Bal	\$8,523.99		\$8,523.99
1014	DREAM-APP Beg Bal	\$26,430.00		\$26,430.00
1010	DREAM-Unall Beg Bal	\$41,489.24		\$41,489.24
Beginning Balances		\$271,790.41	\$195,322.28	\$76,446823

Comment:

There were no fundamental changes in financial procedures during 2023. During 2023 we re-gained \$26,396.68 in unrealized gains in securities markets. This should be recognized as a cyclical aspect of these markets and we should continue to recoup prior losses as markets recover. During 2023 I did have to draw down some of the investments from depreciated values in order to cover expenses incurred through 2023.

A summary of the 2023 financial year includes these points:

- Low numbers in program services number of events and number attending.
- Continued decline of general charitable contributions.
- A net loss in operating funds during the year when unrealized gains are not applied.
- Recovery of a good portion (\$26,396.68) of 2022's unrealized losses in investments. (See notation regarding investments on page-2)

If there are any changes of officers or directors we will need to update the Corporate Resolution.

Respectfully submitted,

Dean & Marcia Redman

Dean & Marcia Redman, NAR Finance

Attachments: **Spreadsheet of all combined accounts,**

Call To Be Family Account Balances 2023

YEAR-END 2023		1/12/2024		
account	Acct_name	Total Of Amount	OPER	DREAM
Beginning value		\$255,765.91	Not allocated to funds	
account	Acct_name	Total Of Amount	OPER	DREAM
4010	Application Fee	\$4,196.57	\$4,196.57	
4012	Weekend donations	\$1,615.00	\$1,615.00	
4020	Donations	\$3,050.00	\$3,050.00	
4056	Thrivent/VANCO	\$3,480.00	\$3,480.00	
4058	Thrivent-Choice	\$576.00	\$576.00	
4070	Donate W/E Travel	\$56.57	\$56.57	
4400	Interest & Dividends	\$9,719.62	\$9,719.62	
4650	Misc revenue	\$16.03	\$16.03	
5050	DREAM Memorial	\$25.00		25
5050	DREAM App Developmen	\$3,000.00		\$3,000.00
Total REVENUE		\$25,734.79	\$22,709.79	\$3,025.00
6120	INTUIT fee	(\$299.08)	(\$299.08)	
6130	Thrivent fee	(\$69.35)	(\$69.35)	
6140	Ppal fee	(\$451.10)	(\$451.10)	
6150	Postage non-W/E	(\$97.98)	(\$97.98)	
6160	Print-copy non-W/E	(\$510.02)	(\$510.02)	
6175	Internet expenses	(\$310.29)	(\$310.29)	
6184	License fees	(\$703.00)	(\$703.00)	
6186	Insurance/Liability	(\$1,060.00)	(\$1,060.00)	
General Business expense Expense		(\$3,500.82)	(\$3,500.82)	\$0.00
6320	District Facility	(\$2,606.01)	(\$2,606.01)	
6330	NAR Facility	(\$4,381.09)	(\$4,381.09)	
6332	NAR Travel	(\$9,112.20)	(\$9,112.20)	
Business Meeting Expense		(\$16,099.30)	(\$16,099.30)	\$0.00
6900	W/E facility	(\$5,454.94)	(\$5,454.94)	
6920	W/E Presenter trav	(\$984.44)	(\$984.44)	
6940	W/E Pastoral	(\$56.57)	(\$56.57)	
6950	W/E postage/supplies	(\$1,090.60)	(\$1,090.60)	
Total W/E expenses		(\$7,586.55)	(\$7,586.55)	
8013	DREAM-scholarship WE	(\$45.00)		(\$45.00)
8030	DREAM Mktg Expense	(\$2,821.50)		(\$2,821.50)
8050	DREAM-APP Program	(\$6,030.00)		(\$6,030.00)
Total DREAM Expenses		(\$8,896.50)	\$0.00	(\$8,896.50)
		All FUNDS	OPER	DREAM
YTD Transactions net total		(\$10,348.38)	(\$976.06)	(\$5,916.50)

Weekend Revenue	\$5,387.67
Weekend Expense	(\$7,586.55)
Weekend Net	(\$2,198.88)

Charitable contributions	\$11,802.57
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Internal Transfers balance and not listed in chart.	
4700	Tx from other acct \$26,386.05
7010	TX from fund to NAR (\$26,386.05)
4199	Misc Revenue \$0.00
NET \$0.00	