

Call to Be Family dba Lutheran Marriage Encounter
North American Region
2022 Financial Report January 17, 2023

EXECUTIVE SUMMARY

The 2022 Financial Report shows an overall balance decrease in value of **-\$ 57,209.33** from \$312,975 to \$255,765.91. The most significant source of the decrease was unrealized losses in value of long-term investment funds. Total operating revenues exceeded expenses by \$7,482.29. Operating accounts (not including DREAM) ended with a value of \$183,530.26.

The DREAM Fund had expenses of **-\$6,696.98** and unrealized losses of **-\$23,622.55** with an ending balance of \$72,235.65. Future unrealized gains should recover somewhat.

Program services remained low as we were still responding to the impact of the COVID pandemic. We held 7 completed experiences during 2022 with the number of encountered couples remaining at 36 for the second year (average of 5.14 couples per experience.). Direct Experience revenues exceeded expenses by **\$1,696.81** or a per couple amount of \$47.13. This does not include our general operating overhead amount of **(\$447.52)** per couple (for reference this is the former weekend quote add-on amount).

**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
	8-year average change	+\$12,852.24

Our financial story over the past few years remains remarkable even considering the impact of three years of pandemic and one year of unrealized losses offsetting unrealized gains in several prior years. 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 decrease in the operating and DREAM accounts was - \$57,209.91. Unrealized losses in investment accounts were -\$ 58,594.11. If Unrealized losses were excluded our accounts would show an increase of \$1,384.20.

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

Balance Sheet Distribution of assets	Ending Balance 2021	Ending Balance 2022
cash, checking, PayPal, and non-interest bearing accounts	16,056.46	8,919.43
Savings and temporary cash investments	1,233.07	1,033.39
Investments-publicly traded investments	295,685.71	245,813.09
End of Year Total assets	312,975.24	255,765.91
Liabilities (All transactions are on a cash basis)	-0-	-0-
Unrestricted net assets (Operating account)	210,420.06	183,530.26
Temporarily restricted net assets (DREAM Fund)	102,300.18	72,775.65
Total Assets all funds	312,975.24	255,765.91
Gains or (losses) 2022	+ \$44,719.42	- \$57,209.33

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

Account balance details, where assets are allocated

312,975.24	Beginning combined Oper + DREAM fund Balance Jan 1, 2022
Account balances Dec 31, 2022 (where Funds are allocated)	
\$8,693.91	Wells Fargo NAR Acct (checking & savings) (OPERATING)
\$1,258.91	PayPal holding account (OPERATING)
\$72,775.65	*Morgan Stanley securities (DREAM)
\$43,306.84	*Morgan Stanley securities (OPER) (with DREAM Acct total = \$116,082.49)
\$129,730.60	T Rowe Price Money Market and securities (OPERATING)
255,765.91	Total balance of all accounts
- \$57,209.33	Year-End total decrease in Operating and DREAM account balance

*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.

Operating accounts

Experience Statistics

As reported in the overview, we held 7 North American experiences which compares to 5 in 2021 and 14 in pre-pandemic 2019. Most notable is the increase of in-person events which hopefully reflects a trend toward of recovery from the pandemic years.

North American Region program statistics 2019-2022

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

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. The transfers of expenses from the DREAM Fund are embedded as revenues in accts 4010 (application fees) and 4013 (scholarships for Facility fees).

Weekend Finance summary 2022		
4010	Application Fee	\$4,700.00
4012	Weekend donations	\$5,078.56
4013	W/E Facil pre-pay	\$9,475.00
4070	Donate W/E Travel	\$331.19
Total program revenue		\$19,584.75

Note: Line 4010 includes transfer from DREAM for appl fee waiver

6900	W/E facility	(\$15,562.36)
6920	W/E Presenter trav	(\$1,425.06)
6950	W/E postage/supplies	(\$900.52)
total Program Expenses		(\$17,887.94)

Net Program revenue 2022	\$1,696.81
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EXPERIENCE COUPLES REPORT

Wknd-ID	Location	Wknd_date	Couples	Lay start	Lay end	Clergy_start	Clergy end
94	Hanover, MA Non-Residential	3/31/2022	2	3	1	1	1
95	Birch Run, MI	4/22/2022	0				
96	Streetsboro, OH	4/22/2022	4	8	4	0	0
97	Virtual	4/29/2022	0				
99	Lincoln, NE	8/26/2022	9	9	9	0	0
100	Battle Creek, MI	9/30/2022	2	6	2	0	0
102	Virtual	10/14/2022	9	9	9	0	0
103	Lenox, MA	11/4/2022	7	7	7	0	0
104	Streetsboro, OH	11/18/2022	3	3	3	1	0
			Couples	Lay_start	Lay_end	Clergy_start	Clergy_end
	7 Experiences completed 2022	Attendance total	36	45	35	2	1

EXPERIENCE FINANCE REPORT

W/E#	Location	Total Of Amount	Revenue	Expense
94	Hanover, MA Non-Residential	(\$1,072.44)	\$731.19	(\$1,803.63)
96	Streetsboro, OH	(\$1,006.47)	\$1,770.00	(\$2,776.47)
99	Lincoln, NE	(\$30.52)	\$4,704.00	(\$4,409.52)
100	Battle Creek, MI	(\$972.10)	\$1,225.00	(\$2,197.10)
102	Virtual	\$2,598.85	\$2,792.56	(\$193.71)
103	Lenox, MA	\$168.97	\$4,722.00	(\$4,553.03)
104	Streetsboro, OH	(\$444.49)	\$1,355.00	(\$1,799.49)
	Experience Overall	(\$758.20)	\$17,299.75	(\$17,732.95)
101	NAR Meeting Mesa, AZ	(\$11,069.91)	\$801.79	(\$11,871.70)

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. 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 during 2020 and 2021 citing changes in their financial situations. It is still to be determined if we will recover from these reductions after the pandemic is over. But, the Board should be ready to consider long-term impacts on total financial operations.

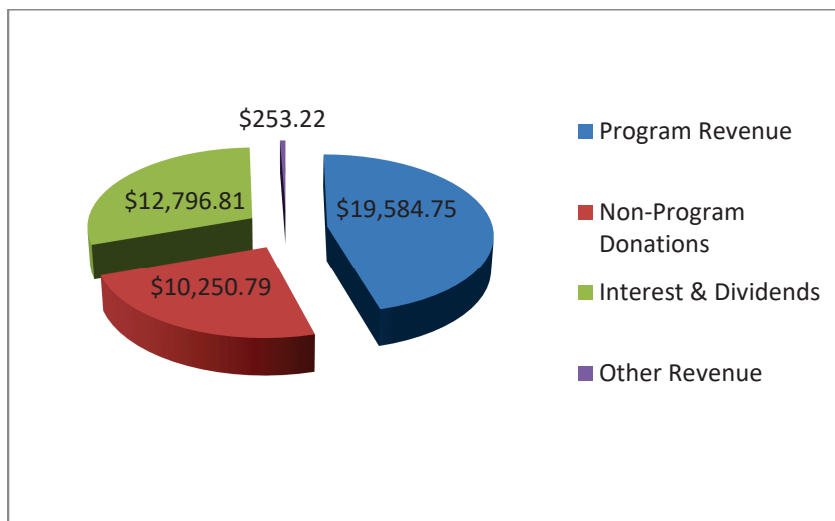
Account#	Donation type Acct_name	Total Of Amount
4012	Weekend donations	\$5,078.56
4020	Donations non-program	\$6,940.00
4056	Thrivent Simply giving	\$2,100.00
4058	Thrivent-Choice	\$409.00
4070	Donate W/E Travel	\$331.19
4074	Donate NAR Expense	\$801.79
2022 Net donations		\$15,660.54

The 2022 net donations shown in the table compares to the 2019 (Pre-pandemic) total of \$36,942 and a reduction of \$1,931.74 from 2021 donations..

General revenue and expenses

General Revenues not including weekend revenue, donations, or DREAM		
Account#	Acct_name	Total Of Amount
4400	Interest and Dividends	\$12,796.81
4410	Transfer area petty cash acct	\$228.75
4650	Misellaneous revenue	\$24.47
Other General Reveune		\$13,050.03

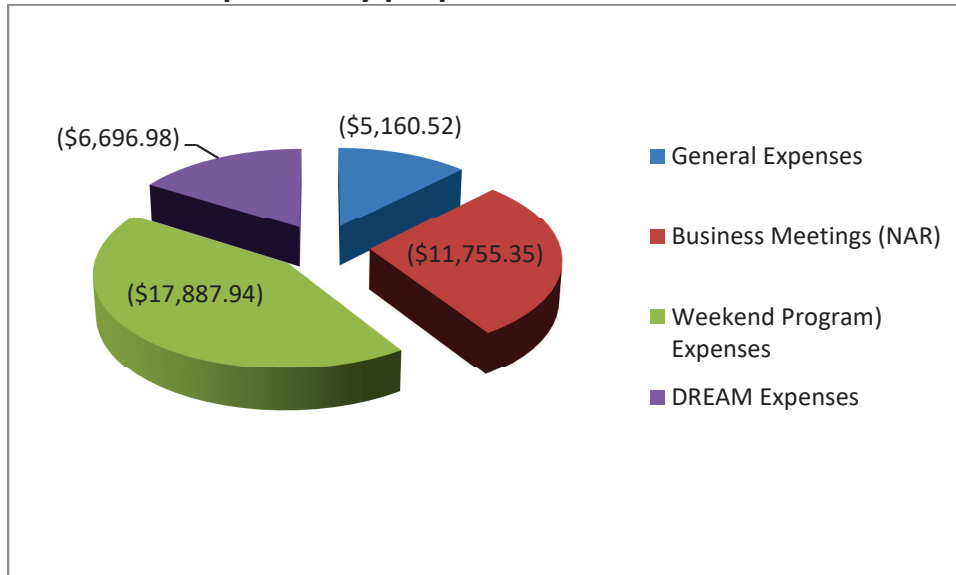
Chart of all revenues by source



General expenses not including weekends or DREAM payments

Account#	Acct_name	Total Of Amount
6110	Bank fee <> Interest	0
6120	INTUIT fee	(\$327.68)
6130	Thrivent fee	(\$40.18)
6140	Ppal fee	(\$532.08)
6150	Postage non-W/E	(\$189.87)
6184	Internet expenses (ZOOM)	(\$468.99)
6184	License fees	(\$973.56)
6186	Insurance/Liability	(\$1,330.00)
6190	Supplies/Misc Expenses	(\$1,258.16)
Total general expenses		(\$5,160.52)
NAR	Non W/E business meetings	(11,755.35)
Total General expense and meetings		\$16,935.87

Chart of all Expenses by purpose



This chart includes amounts shown on other pages.

DREAM Fund

A key aspect of the DREAM Fund for 2022 was unrealized losses (\$23,622.55) from investment accounts. As previously noted, we should anticipate recovery of these losses as security markets improve over time.

Of the DREAM funds, \$34,251.66, are unallocated and expenses paid as they occur. The India Outreach has \$8,523.99 in allocated funds. These may remain allocated for future follow-up in India. Or; the Board could choose to de-allocate these funds and have them returned to the DREAM Fund. During 2022 the Board approved allocation of \$30,000 for development of a mobile device app with \$540 spent for this purpose..

DREAM Fund balances January 1, 2022		
Date	account	Balance
1/1/2022	DREAM Unallocated funds Beg Bal 2022	\$ 64,031.19
1/1/2022	INDIA Outreach allocated funds Beg Bal 2022	\$ 8,523.99
1/1/2022	APP Program allocated funds Beg Bal 1-22-2022	\$ 30,000.00
Beginning DREAM Balance 1-1-2022		\$102,555.18

DREAM Transactions 2022

Date	Amount	Payee/Payor	Source
8/1/2022	\$ 30,000.00	DREAM APP allocated funds Beg Bal	BEGIN
1/1/2022	\$ 8,523.99	DREAM INDIA Outreach allocated Beg 2022	BEGIN
1/1/2022	\$ 64,031.19	DREAM Unallocated funds Beg Bal 2022	BEGIN
8/19/2022	\$ (325.00)	facility fee apply as Scholarship from DREAM	DREAM
11/29/2022	\$ (1,131.98)	DREAM Fund for NAR- promotional items	Wells FARGO
12/24/2022	\$ (540.00)	App Development expense	Wells Fargo
12/31/2022	\$ (10,341.49)	Unrealized losses Morgan Stanley	MS
12/31/2022	\$ (13,281.06)	Unrealized losses T Rowe Price investments	TRP
12/31/2022	\$ (4,700.00)	Transfer for waived registration fee	Transfer

DREAM Fund balances January 1, 2023		
Date	account	Balance
1/1/2023	DREAM Unallocated funds Beg Bal 2023	\$ 34,251.66
1/1/2023	INDIA Outreach allocated funds Beg Bal 2023	\$ 8,523.99
1/1/2023	APP Program allocated funds Beg Bal 1-22-2023	\$ 29,460.00
Beginning DREAM Balance 1-1-2023		\$72,235.65

Comment:

There were no fundamental changes in financial procedures during 2022. As previously noted; our current assets are depreciated by unrealized losses in securities markets. This should be recognized as a cyclical aspect of these markets and we should recoup those losses as markets recover. The only impact would be if we needed to sell some of these assets at devalued prices to provide sufficient operating funds. The current value of non-securities operating funds is just under \$10,000 which is marginal for covering normal operating expenses meaning that sale of some securities may be necessary.

One challenge of keeping our state charitable registrations up to date remains. Some states require multiple filing of forms due to minor errors and, re-filing of forms can cause late fees. Due to the fact that our donations have dropped below \$25,000 some states have or may allow us to no longer file for charitable solicitation licenses. Also, with current program service areas we may be able to terminate filing in some states. If we are able to discontinue any state filings a key factor is that we only solicit donations from participants in our program and we use no outside paid professional fundraiser services.

Respectfully submitted,

Dean & Marcia Redman

Dean & Marcia Redman, NAR Finance

Attachments: **Spreadsheet of all combined accounts,
key pages of IRS Form 990 EZ (Pending)**

2022 CTBF Beginning Account Balances 1/1/2022

account	Acct_name	Total Of Amount	OPER	DREAM
1000	Fund Beg Balance	\$210,420.06	\$210,420.06	
1010	DREAM-Unall Beg Bal	\$64,031.19		\$64,031.19
1012	DREAM-India Beg Bal	\$8,523.99		\$8,523.99
1014	DREAM-APP Beg Bal August-2022	\$30,000.00		\$30,000.00
Total Beginning Fund Balances		\$312,975.24	\$210,420.06	\$102,555.18
account	Acct_name	Total Of Amount	OPER	DREAM
4010	Application Fee	\$4,700.00	\$4,700.00	
4012	Weekend donations	\$5,078.56	\$5,078.56	
4013	W/E Facil pre-pay	\$9,475.00	\$9,475.00	
4020	Donations	\$6,940.00	\$6,940.00	
4056	Thrivent/VANCO	\$2,100.00	\$2,100.00	
4058	Thrivent-Choice	\$409.00	\$409.00	
4070	Donate W/E Travel	\$331.19	\$331.19	
4074	Donate NAR Expense	\$801.79	\$801.79	
4400	Interest & Dividends	\$12,796.81	\$12,796.81	
4650	Misc revenue	\$24.47	\$24.47	
4700	Tx from other acct	\$228.75	\$228.75	
Total Revenue		\$42,885.57	\$42,885.57	\$0.00
6120	INTUIT fee	(\$327.68)	(\$327.68)	
6130	Thrivent fee	(\$80.18)	(\$80.18)	
6140	Ppal fee	(\$532.08)	(\$532.08)	
6150	Postage non-W/E	(\$189.87)	(\$189.87)	
6160	Print-copy non-W/E	(\$468.99)	(\$468.99)	
6184	License fees	(\$973.56)	(\$973.56)	
6186	Insurance/Liability	(\$1,330.00)	(\$1,330.00)	
6190	Supplies non-W/E	(\$1,258.16)	(\$1,258.16)	
6330	NAR Facility	(\$5,096.35)	(\$5,096.35)	
6332	NAR Travel	(\$6,659.00)	(\$6,659.00)	
6900	W/E facility	(\$15,562.36)	(\$15,562.36)	
6920	W/E Presenter trav	(\$1,425.06)	(\$1,425.06)	
6950	W/E postage/supplies	(\$900.52)	(\$900.52)	
Total Expenses		(\$34,803.81)	(\$34,803.81)	\$0.00
8000	DREAM-Expense Unallocated	(\$1,131.98)		(\$1,131.98)
8010	DREAM-Reg & scholarship	(\$5,025.00)		(\$5,025.00)
8050	DREAM-APP Program	(\$540.00)		(\$540.00)
DREAM Sub-total				\$95,858.20

Total without unrealized Losses*	\$314,360.02	\$218,501.82	\$95,858.20
Unrealized gain/(loss)	(\$58,594.11)	(\$34,971.56)	(\$23,622.55)
Total incl unrealized Losses	\$255,765.91	\$183,530.26	\$72,235.65

2023 CTBF Beginning Account Balances 01/01/2023

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
Beginning Balances		\$255,765.91	\$183,530.26	\$72,235.65