

**Call to Be Family dba Lutheran Marriage Encounter**  
**North American Region**  
**YTD Financial Report October 2016**

The first part of this report is an update on financial status. The simplest method of evaluation is the status of cash on hand. As of the end of October we had \$117,315.22 on hand. This includes District bank balances, the NAR checking and savings plus the PayPal balance. (Districts \$17,268 NAR \$37,544 PayPal \$ 62,503.)

The important analysis is how this compares to previous balances as listed below:

2013 Balance	\$ 107,815
2014	\$ 69,839
2015	\$ 100,421
YTD 2016	\$ 117,315

The balances shown require a couple of qualifications. We are still in an operating period and there will be changes for outstanding payment of invoices and weekends occurring after October. Additionally, there is typically a higher rate of non-weekend donations toward the end of the year. However, the balances shown suggest a positive result on finances and I would expect the year-end results to be similar. As detailed line amounts have not been processed we cannot give precise factors for the improvement in financial position. However, we expect that it results from a combination of lower non-weekend meeting costs and higher overall non-weekend donations.

YTD weekend data is summarized. Some of this includes November weekends for which we have data.

District	Weekends	Couples	Lutherans	Lutheran Clergy	Other clergy
Dist-I	7	84	73	5	2
Dist-II	4	32			
Dist-III	5	59	70	2	
Dist-IV	2	16	23		
<b>NAR Total</b>	<b>18</b>	<b>191</b>	<b>166</b>	<b>7</b>	<b>2</b>

In 2015 we recorded 22 weekends and 196 couples attending. There are possibly a couple of 2016 weekends that aren't recorded yet although two November weekends are included. These numbers indicate a 18% drop in weekends and a 3.6% drop in couples attending. These results would suggest continuation of declining numbers for several years. The positive aspect is that the average couples per weekend are again above ten.

Respectfully submitted,  
 Dean & Marcia Redman  
 North American Region Finance Couple.