ANNUAL MEETING – Feb. 9, 2020

• Opening Prayer
• Quorum/Secretary’s Report
• Treasurer’s Report & 2020 Budget
• 2022 Good Courage project update
• Senior Pastor’s Report
• Nomination’s Report & Elections
• Foundation Report
• New Business
Determination of Quorum
Secretary’s Report

+Sara Moran, President Elect

2019 Financial Report
2020 Proposed Budget

+Dave Hill, Chair, Finance Management Advisory Team
Westwood Lutheran Church
Treasurer’s Report
2019 Actual
2020 Budget

Dave Hill,
FMAG Chair
2019 Contributions $2.3 million – THANK YOU!

- General Fund, $1,558,167
- ALL ARE WELCOME, $788,382

468 Pledgers
731 Contributors
<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>Budget</th>
<th>Over (Under) Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Receipts (3% below budget)</td>
<td>$1,655,000</td>
<td>$1,711,000</td>
<td>($56,000)</td>
</tr>
<tr>
<td>Expenses (2% below budget)</td>
<td>1,585,000</td>
<td>1,611,000</td>
<td>(26,000)</td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>70,000</td>
<td>100,000</td>
<td>(30,000)</td>
</tr>
<tr>
<td>Transfer to Capital Fund</td>
<td>100,000</td>
<td>100,000</td>
<td>0</td>
</tr>
<tr>
<td>Net Change for Period</td>
<td>($30,000)</td>
<td>$0</td>
<td>($30,000)</td>
</tr>
<tr>
<td>Ending Fund Balance</td>
<td>$12,000</td>
<td>$42,000</td>
<td></td>
</tr>
</tbody>
</table>
### 2019 Financial Report: WECC Summary

<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>Budget</th>
<th>Over (Under) Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Receipts</td>
<td>$1,556,000</td>
<td>$1,547,000</td>
<td>$9,000</td>
</tr>
<tr>
<td>Expenses</td>
<td>1,493,000</td>
<td>1,486,000</td>
<td>7,000</td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>63,000</td>
<td>61,000</td>
<td>2,000</td>
</tr>
<tr>
<td>Transfer to Capital Fund</td>
<td>37,000</td>
<td>37,000</td>
<td>0</td>
</tr>
<tr>
<td>Net Change for Period</td>
<td>$26,000</td>
<td>$24,000</td>
<td>$2,000</td>
</tr>
<tr>
<td>Ending Fund Balance</td>
<td>$48,000</td>
<td>$46,000</td>
<td></td>
</tr>
</tbody>
</table>
## 2019 Financials: Capital Fund

<table>
<thead>
<tr>
<th>Receipts</th>
<th>Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Capital Donations $163,000</td>
<td>Mortgage Payments $114,000</td>
</tr>
<tr>
<td>ALL ARE WELCOME APPEAL $788,000</td>
<td>ST Loan Issuance Costs &amp; Interest $17,000</td>
</tr>
<tr>
<td>Memorials &amp; WECC Support $37,000</td>
<td>General Capital Expenditures $75,000</td>
</tr>
<tr>
<td><strong>Subtotal Receipts $988,000</strong></td>
<td><strong>Construction Project (total $1.56 million) $1,423,000</strong></td>
</tr>
<tr>
<td>Short Term Loan Proceeds $754,000</td>
<td></td>
</tr>
<tr>
<td>Transfers from Operating Funds $137,000</td>
<td></td>
</tr>
<tr>
<td><strong>Total Receipts $1,879,000</strong></td>
<td><strong>Total Expenses $1,629,000</strong></td>
</tr>
</tbody>
</table>
# 2019 Statement of Financial Position

<table>
<thead>
<tr>
<th>Highlights</th>
<th>12/31/19</th>
<th>12/31/18</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Investments -Restricted</td>
<td>$665,679</td>
<td>$408,628</td>
<td></td>
</tr>
<tr>
<td>Property &amp; Equipment at Cost</td>
<td>$10,431,928</td>
<td>$8,913,590</td>
<td></td>
</tr>
<tr>
<td>Total Assets</td>
<td>$11,264,797</td>
<td>$9,444,174</td>
<td></td>
</tr>
<tr>
<td>Mortgage Payable</td>
<td>$1,323,892</td>
<td>$1,380,542</td>
<td>4.25%</td>
</tr>
<tr>
<td>Short-Term Loan</td>
<td>$753,571</td>
<td>-</td>
<td>4.40%</td>
</tr>
</tbody>
</table>
2019 Key Highlights

• $2.3 million in combined contributions during 1st year!
• All Are Welcome Appeal
  • great response with up front gifts
  • already have 65% of total goal for appeal
• WECC results aligned with budget goals
  • annual results more consistent year over year
• WECC receipts up 7%
  • construction project provided additional capacity
2019 Key Highlights

• Prudent expense management
• Capital projects (lighting/roof replacements) producing utilities savings
• Construction project
  • tracking well with overall plan – both timing, expenses & receipts
• Operating fund balance for general fund extremely low
  • common in 1\textsuperscript{st} year of capital appeals, especially with emphasis on upfront gifts
Westwood Lutheran Church
2020
Budget Proposal
2020 Budget Assumptions

• General Fund receipts has 3% growth (the same increase as 2019 vs. 2018)
• Reflects staffing transitions and benefit renewal costs
• Outreach budget
  • $15,000 increase to help with the Prayer of Good Courage project ($35,000 total)
• Continued increase in technology needs
• Support for ongoing building maintenance
2020 Budget Assumptions

- WECC receipts includes 3 additional children and 3% tuition increase
- Capital funding to replace Narthex doors & thresholds
- $50,000 for ongoing capital expenditure needs
- Accelerated payback of short-term loan
## 2020 Budget: Church Summary

<table>
<thead>
<tr>
<th></th>
<th>2019 Actual</th>
<th>2020 Budget</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Receipts (3% increase)</td>
<td>$1,655,000</td>
<td>$1,704,000</td>
<td>$49,000</td>
</tr>
<tr>
<td>Expenses (1% decrease)</td>
<td>1,585,000</td>
<td>1,575,000</td>
<td>(10,000)</td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>$70,000</td>
<td>$129,000</td>
<td>$59,000</td>
</tr>
<tr>
<td>Transfer to Capital Fund</td>
<td>100,000</td>
<td>90,000</td>
<td>(10,000)</td>
</tr>
<tr>
<td>Net Change in Fund Balance</td>
<td>($30,000)</td>
<td>$39,000</td>
<td>$69,000</td>
</tr>
<tr>
<td>Ending Fund Balance</td>
<td>$12,000</td>
<td>$51,000</td>
<td></td>
</tr>
</tbody>
</table>
## 2020 Budget: WECC Summary

<table>
<thead>
<tr>
<th></th>
<th>2019 Actual</th>
<th>2020 Budget</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Receipts (7% increase)</td>
<td>$1,556,000</td>
<td>$1,665,000</td>
<td>$109,000</td>
</tr>
<tr>
<td>Expenses (8% increase)</td>
<td>1,493,000</td>
<td>1,605,000</td>
<td>112,000</td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>$63,000</td>
<td>$60,000</td>
<td>($3,000)</td>
</tr>
<tr>
<td>Transfer to Capital Fund</td>
<td>37,000</td>
<td>87,000</td>
<td>50,000</td>
</tr>
<tr>
<td>Net Change in Fund Balance</td>
<td>$26,000</td>
<td>($27,000)</td>
<td>($53,000)</td>
</tr>
<tr>
<td>Ending Fund Balance</td>
<td>$48,000</td>
<td>$21,000</td>
<td></td>
</tr>
</tbody>
</table>
## 2020 Budget: Capital Fund

<table>
<thead>
<tr>
<th>Receipts</th>
<th>Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Capital Donations</td>
<td>Mortgage Payments</td>
</tr>
<tr>
<td><strong>$30,000</strong></td>
<td><strong>$114,000</strong></td>
</tr>
<tr>
<td><strong>ALL ARE WELCOME APPEAL</strong></td>
<td>Short Term Loan - P &amp; I</td>
</tr>
<tr>
<td><strong>200,000</strong></td>
<td><strong>168,000</strong></td>
</tr>
<tr>
<td>Other Funding</td>
<td>ST Loan – Additional Principal</td>
</tr>
<tr>
<td><strong>10,000</strong></td>
<td><strong>150,000</strong></td>
</tr>
<tr>
<td>WECC Support</td>
<td>General Capital Expenditures</td>
</tr>
<tr>
<td><strong>16,000</strong></td>
<td><strong>170,000</strong></td>
</tr>
<tr>
<td>Transfers from Operating Funds</td>
<td>All Are Welcome Expenditures</td>
</tr>
<tr>
<td><strong>177,000</strong></td>
<td><strong>22,000</strong></td>
</tr>
<tr>
<td><strong>Total Receipts</strong></td>
<td><strong>Total Expenses</strong></td>
</tr>
<tr>
<td><strong>$433,000</strong></td>
<td><strong>$624,000</strong></td>
</tr>
</tbody>
</table>
PRAYER
of
Good Courage

Ministry Minute
Westwood Lutheran Church
2022
Good Courage Project

Jason Van Hunnik,
Executive Pastor
Prayer of Good Courage: Background

• Westwood Road Map
  • Presented at 2019 Annual meeting
  • Included 2 appeals
    • All Are Welcome Appeal
    • Prayer of Good Courage
Prayer of Good Courage Appeal: Goals

• Consistent with the Westwood vision to be an advocate for a healthy community
  • “Meeting basic needs and actively seeking ways to end poverty”
  • “Strengthening all forms of families”
  • “Working and advocating for justice striving to eliminate inequalities that remain in our society”

• Faithful expression of the Prayer of Good Courage for Westwood
  • “Call to ventures of which we cannot see the ending”
  • “By paths as yet untrodden”
Prayer of Good Courage: Process

• Met with Mayor, City Council members, Superintendent, Executive Director of STEP
  • #1 issue identified was affordable housing
    • Could Westwood be a catalyst?
  • Strong support for need for affordable childcare in our community
    • Westwood is good at this
Prayer of Good Courage Project Proposal

• Common Bond
  • Major Twin Cities affordable housing non-profit
  • Signed a purchase agreement for Prince of Peace Lutheran Church site
  • Included letter of support from Westwood Council which stated Westwood’s intention to explore creating affordable childcare
  • Common Bond builds 120 units of affordable housing/Westwood creates a 60-person childcare
What’s been done?

• Ongoing meetings with Common Bond to discuss framework
  • Site built by Common Bond
  • Proposed 10-year lease
  • Childcare pays no rent

• Outreach Advisory Team designated $35,000 for project in 2020 budget
What’s been done?

• Financial team formed in late fall
  • Created and continues to hone financial model – projection for 10 years
  • Worked with 1st Children’s finance
What’s been done?

• Financial development consultant for outside fundraising strategy
  • Will develop case statement and communication materials
  • Will organize Westwood team to develop and implement strategy

• Common Bond has requested a July 1 commitment from Westwood
What do decisions mean? YES

• Westwood proceeds to create a 60-spot childcare to open in mid-2022
• Westwood commits to a Prayer of Good Courage appeal for this project
  • Launches mid-2022
  • Funding goes to provide for scholarships for children at the new center.
What do decisions mean? NO

• Conversations with Common Bond cease
• Outreach team seeks a different project to support Prayer of Good Courage appeal.
Process for making decision to proceed

- By July 1: Common Bond needs final decision
- Council set up process for communication & feedback
  - February: Updates at Town Hall & Annual Meetings
  - March: E-News update
  - April 19: Information session with Common Bond
  - Post-Easter: house gatherings to share info and gather feedback
  - May 31: sharing in worship & Town Meeting discussions
  - June 16: Council makes decision to proceed or not
Westwood Lutheran Church
2020 Program Highlights

Tania Haber,
Senior Pastor
Where are we going in 2020?

• Lent preview “Deepening our Conversations on Race”
• Post-Easter “A Living Legacy: My Community, Work, Church & Family”
5 ‘big rocks’ to keep in the forefront moving forward

- Vocation
- Racial Equity Issues
- Inter-Faith Relationships
- LGBTQIA+
- Low-income Housing/Childcare Project
Heidi Thompson
Nominating Committee

Nominations Reports & Elections

PRAYER of Good Courage
Nominations: Council

Laura Ramsborg
Council, President-Elect

LaDonna Reynolds
Secretary

Dave Hill
Treasurer
Nominations: Council

Dave Guenzel
Council At-Large

Anna Martinez
Council At-Large
Nominating Committee

Year 2 of 2 Year Term
• Hugh Mattson
• Heidi Thompson

Year 1 of 2 Year Term
• Shelby Strauss
• Lanica Klein
• Kurt Koubal
Mission

The mission of our foundation is to positively impact people’s lives by enriching and supporting the ministries of Westwood Lutheran Church.
Passions to Legacy

Outreach
Art & Music
Adult Education
Youth Development
Scholarship
Digital Archiving for the 75th Anniversary
Replace Front Column Speakers in Sanctuary
Sponsorship of Youth Africa Trip
Commissioned Original Music
for the 75th Anniversary
New Business

Chris Hentges
Council President
O God, you have called your servants
to ventures of which we cannot see the ending,
by paths as yet untrodden, through perils unknown.
Give us faith to go out with GOOD COURAGE,
not knowing where we go, but only that your hand
is leading us and your love supporting us,
through Jesus Christ our Lord. Amen.
Council, Staff & FMAG are available for questions