

Merom Governing Board Meeting
September 9, 2006
Merom Conference Center

Meeting opened at 10:17 am with devotions from Jim Dewey.

New Members and Regrets of Members not present – Members not present were either out of town or had meeting conflicts. Susie Larson was on-site but meeting with Simple Gathering retreat. Jimmy Watson was present for his first meeting as Clergy Representative for Wabash Valley. Those present – Dale Dressler, Don Houlette, Jim Jensen, Mike Elias, Jack Gettinger, Judy Olinger, Julia Goodall, Dan Sergesketter, Craig Amlin, Fred Robberts, Jim Dewey, Bob Schweikarth, Jimmy Watson, Bob Brown, Rex Hinsky, Cathie Campbell, Steve Gray, Harold , John Mier.

Secretary's Report – Dewey moved, to accept (Hinsky seconded) with 2 minor corrections, Motion passed.

Treasurer's Report (see attached #1) – Jim Jensen – Report through end of August was presented, plus year-end projections. Projections are estimates based on historical data in the last quarter, plus known booked events. Capital Gifts income (\$15,120.31) are allocated in follows: \$3,064.37 to Crown Memorial Cabin, \$6,500 to Storm damage clean-up and \$5,455.94 was allocated from the Bloemker Annuity gift to purchase carpet cleaning equipment and carpeting. A \$14,000 deficit is projected for year-end. Dale indicated that about \$4,000 of income from Young Ambassadors is not included as it has not been transferred on the books yet. He also indicated gifts of about \$4,000 have been pledged that he feels will boost the anticipated year-end total of contributions.

The \$24,000 remaining in the Bloemker Annuity Gift is not included in the budget, as it is still undesignated funds. Other financial assets not shown are the Merom Endowment Fund and the Merom Restoration Fund. Annual Meeting notations on the funds indicate that the Restoration Fund is to be used for restoration and improvement of College Hall.

Craig Amlin moved to accept report, Mier seconded, motion passed.

Election of Officers – Brown moved to reelect slate of officer en masse. Seconded, Motion passed. Leadership – Chair Don Houlette, Vice Chair Julia Goodall, Recording Secretary Jim Jensen, Treasurer Charlie Overton (as Conference Treasurer).

Outdoor Ministries Report – Camper participation was down from previous years (see attachment #2). Previous 7 years average is 608, 2006 has 559 campers, which did decrease income from expectations. Specific cause can't be pinpointed but possible reasons are population changes, increasing school extra-curricular activities in summer. About 150 volunteers assisted in the camps.

Merom Missions camp was canceled due to low registrations. It was going to make improvements and repairs for people in the community as a work camp.

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Outdoor Ministries items, denomination-wide were included in 4 articles in the recent UC News.

Historical Council Report - Bob Brown – Bob expressed appreciation from the council, particularly for Dale on the help and improvements that have been made in the past year – restoration of auditorium, help with historical banquet speakers. The restoration of the auditorium has been of particular value and appreciation from the council. The Council is a member of the Sullivan County Historical Society. They are beginning a new project emphasizing the importance of church records. Copies of church records are being sought to be copied and be placed in the repository in their society. Bob also thanked board and Mike Elias for working on recording the names of Union Christian College students.

The Historical Dinner will be held Sept 22, @ 6:00 pm. Dr. David Jones, son of Alan Jones (namesake of Jones Dining Hall, former director of the site). He wrote a book, *My Father's House: a life of adoption*. A large chapter of the book is devoted to growing up at Merom and Sullivan County

Fall Folk Concert will be held this fall for the first time on Oct. 21.

Long Range Planning Committee – Minutes are attached from their meeting in May (Attachment #3). A second meeting was held, but minutes are not yet available. The conceptual design of the Dan Crawn cabin is included and the committee would like to have an architect work on designs with the idea of it being a standard plan for future cabins to replace the existing ones with more efficient cabins that can offer more year-round usage. Elias moved to hire an architect to design the cabin and work on siting of it (Brown second). The Dan Crawn Memorial Fund currently has about \$10,000 in it. Judy Olinger spoke with Ron Flick, who looked over the plans and he estimated a price of \$8,500 in fees for his services. The plans need to be submitted for state approval since the usage includes the public. He is guessing the cost of the building may be near \$150,000.

Dale reminded board that an *additional* cabin would stress the capacity of the Dining Hall and that the new cabin should replace an existing cabin. There are 2 likely sources for funding of the costs. A friend from Delphi of Dan's is a professional fundraiser and has offered to help raise funds. Dan's accident has been settled, but the estate is being held open until the 2 year statute of limitations is completed for the potential of lawsuit filing (no suit has been filed). The estate is currently estimated at \$150,000 and will go to Hickory Grove Church, which has indicated

Architect is recommended to assure proper roof construction, due to complexity, plus building code consultation, HVAC engineering, and others requirements for compliance of codes.

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Amlin moved to amend motion to allocate money for the architect from the Dan Crown Memorial fund. Elias agreed to amendment. Olinger proposed to have a landscape/site architect to design the overall cabin sites. Elias withdrew motion entirely.

Elias proposed to table motions until October meeting to allow the committee to define the needs between landscape architect and building architects and to allow extra time to consider whether professional planning assistance should be sought for the long range plan – whether there may be additional changes in the overall site and usage that may affect all projects. Dale mentioned that Consult (the national gathering of Outdoor Ministries leaders) is meeting at Merom in Spring 2007 and could be included in the planning process

Committee also discussed in their meeting desires to continue planning of redesign of entrance, improve river bank property for better access and usage, cooperation with community groups for fitness trails. Mier presented a listing of items that the committee is considering, which is attached (Attachment #4).

Comment [J&SJ1]: Long Range Plan Items

Bob Schweikarth announced that the Church of God across from our site has closed and the property should be available for potential acquisition in the near future. It includes the church plus a home.

Program Report – Confirmation Retreats are planned for January.

Nature's Classroom – one group has increased to include all children, which is a 50% increase in their attendance and the other also increased their numbers as well. Two are booked for the fall.

Jennifer Amy Dressler is leading a labyrinth walk for the community this Fall and the local paper ran an article on their front page about it.

Director's Report – A Peace Pole has been installed near the Wollman Center. The pole displays “That Peace May Prevail on Earth” in several languages.

A soccer field has been graded in the Northeast corner of the property by volunteers with equipment from First UCC in Clay City.

A stray dog wandered onto the property during camp and stuck around during all the camps. Because the dog hung around, Dale had the dog treated by a veterinarian and it provided a manner to connect to loner campers that have a hard time with homesickness.

Old Business:

Front Drive Parking: The offering at Ted Schory's ordination has been earmarked for Merom and Ted has pledged to match it, projecting \$1,000 total. Judy Olinger indicated we could buy 10-12 lights for that amount, which would put light at about every other

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tree along the drive. She also showed a faux rock light base, which would add spotlight lighting from the ground on College Hall or landscape elements. Dale felt we could handle the installation of the electrical in-house. Judy recommends that about 20-24 total would be needed. We would be able to install about half of that quantity. Amlin moved to use money from Schory's ordination to purchase as many lights as possible for installation. Mier second. Motion passed.

Fees for Non UCC Groups (at camps). Churches that left the Conference are still sending children to camp at Merom, but no longer pay OCWM money which supports camp ministries. Houlette asked that the board consider for future consideration whether MGB should make a different charge for UCC children versus non UCC money. It was also suggested that rather than change the fee, churches that left the Conference who send kids to camp should be invited to send a donation to replace the OCWM money lost. General consensus was to leave it as an informal request for a church donation.

Program Coordinator Position – Susie Larson currently holds two positions – Director of Youth and Young Adults for the Conference of about 15 hours per week with no benefits and as Program Coordinator for 2/3 time position with full benefits. Jensen presented work in budgeting done in February with two different budget plans – with the Program Coordinator Position and without, showing a needed increase in income of \$20,771 to continue the position and \$2,971 without (attachment #5). Dale related how much the position and Susie has meant to him and the camp operations. Considerable discussion took place over the state of finances and the gifts she has brought.

Jensen moved to recommend to the IKC Board of Directors to eliminate the position of Program Coordinator effective Oct. 1. Hinsky seconded. Discussion continued with great earnest and consideration surrounding additional fundraising. A paper ballot vote was executed and tallied 14 ballots total, 10 - no, 3 - yes, 1 abstention. Motion failed to pass.

Julia Goodall is to report to the Conference Board of Directors. She has been asked to report that we are stepping in faith and intentional fundraising as the vehicle to continue the position plus the availability of the Bloemker Annuity gift for the event of shortfall.

Gettinger moved that we set a goal for the MGB fundraising committee to raise \$25,000 in 2007. Amlin seconded. Motion passed. Jack Gettinger volunteered to serve as chairperson of fundraising committee since no one had previously been named.

Turning Strategic Goals into Realities – Meetings will be held to begin implementation of the Conference Strategic Plan and invites our board members as well.

For the Good of Merom - Susie put together quickly a Stewardship request brochure to be developed

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Future Meetings : October 28, Feb. 3 (Exec Committee 10:30 Indianapolis), April 14,
Sept. 8. Each meeting is at 10:00 am except for Feb. 3

MEROM CONFERENCE CENTER
Support and Expense Statement
January - August 2006

	2004	2005	2006	2006	Year-End
	Actual	Actual	Actual	Budget	Projected
SUPPORT					
Camp Meals	\$ 78,745.66	\$ 76,581.51	\$ 73,818.17	\$ 65,500.00	
Non-Camp Meals	\$ 22,701.37	\$ 3,605.95	\$ 17,287.45	\$ 46,800.00	
Total Meals	\$ 101,447.03	\$ 80,187.46	\$ 91,105.62	\$ 112,300.00	\$ 91,105.62
Camp Facilities	\$ 64,430.67	\$ 64,651.19	\$ 60,294.18	\$ 54,700.00	
Non-Camp Facilities	\$ 21,150.01	\$ 3,764.50	\$ 17,593.26	\$ 43,000.00	
Total Facilities	\$ 85,580.68	\$ 68,415.69	\$ 77,887.44	\$ 97,700.00	\$ 98,895.44
Gift Shop Revenue		\$ 5,096.00	\$ 7,523.72	\$ 8,500.00	\$ 7,523.72
Program Revenue					
Confirmation Retreats	\$ 11,070.00	\$ 5,989.25	\$ 9,050.00	\$ 16,875.00	\$ 9,050.00
Nature's Classroom	\$ 8,711.00	\$ -	\$ 2,661.00	\$ 20,000.00	\$ 14,061.00
Gifts from Congregations	\$ 12,939.33	\$ 10,267.34	\$ 11,483.01	\$ 34,000.00	\$ 30,000.00
Gifts from Individuals	\$ 2,161.35	\$ 625.00	\$ 1,229.90	\$ 4,000.00	\$ 4,000.00
Capital Gifts	\$ 6,977.35	\$ 100.00	\$ 15,120.31	\$ 1,000.00	\$ 5,320.00
Investment Income		\$ -		\$ 12,500.00	\$ 12,500.00
Total Support	\$ 228,886.74	\$ 170,680.74	\$ 216,061.00	\$ 306,875.00	\$ 272,455.78
EXPENSES					
Meals	\$ 47,386.75	\$ 32,682.01	\$ 29,753.54	\$ 52,000.00	\$ 42,000.00
Kitchen Supplies	\$ 2,470.34	\$ 2,210.38	\$ 2,868.76	\$ 3,500.00	\$ 3,000.00
Kitchen Equipment Repair	\$ 1,176.74	\$ 134.00	\$ 355.15	\$ 1,000.00	\$ 400.00
Gift Shop Expenses	\$ 2,494.69	\$ 502.08	\$ 6,040.48	\$ 5,000.00	\$ 6,100.00
Housekeeping Supplies	\$ 3,451.73	\$ 2,239.99	\$ 5,758.50	\$ 3,500.00	\$ 6,000.00
Program Expenses	\$ 819.85	\$ 3,850.56	\$ 3,356.46	\$ 2,000.00	\$ 4,000.00
Utilities	\$ 19,144.30	\$ 25,285.23	\$ 22,424.89	\$ 30,000.00	\$ 31,000.00
Vehicle Expenses	\$ 2,313.21	\$ 2,992.96	\$ 3,517.61	\$ 3,200.00	\$ 3,500.00
Swimming Pool	\$ 1,040.69	\$ 1,922.90	\$ 1,470.34	\$ 3,000.00	\$ 1,500.00
Buildings & Grounds	\$ 19,068.06	\$ 12,833.08	\$ 15,532.57	\$ 21,000.00	\$ 18,500.00
Public Relations	\$ 864.83	\$ 60.21	\$ 245.00	\$ 500.00	\$ 500.00
Governing Board Expenses	\$ 140.23	\$ 481.00	\$ 142.06	\$ 1,100.00	\$ 250.00
Office Expenses	\$ 6,742.53	\$ 9,313.29	\$ 6,079.32	\$ 12,000.00	\$ 10,000.00
Communications	\$ 6,450.55	\$ 4,268.36	\$ 5,562.56	\$ 8,000.00	\$ 8,000.00
Capital Improvements	\$ 2,497.65	\$ 15,065.52	\$ 55.00	\$ 9,000.00	\$ 500.00
Staff Pay & Benefits	\$ 103,747.57	\$ 111,915.67	\$ 117,908.01	\$ 150,575.00	\$ 150,000.00
Staff Development & Travel	\$ 1,102.15	\$ 2,332.46	\$ 785.12	\$ 1,500.00	\$ 1,000.00
Total Expenses	\$ 220,911.87	\$ 228,089.70	\$ 221,855.37	\$ 306,875.00	\$ 286,250.00
Net Surplus (Deficit)	\$ 7,974.87	\$ (57,408.96)	\$ (5,794.37)	\$ -	\$ (13,794.22)

<u>Camp Name</u>	<u>Females</u>	<u>Males</u>	<u>Total</u>
Faith Journeys 3 - 5	25	15	40
Faith Journeys 6 - 8	26	17	43
Faith Journeys 9 - 12	17	22	39
All Ages 2	43	17	60
Grades 3 - 5	8	8	16
Tri-Level 4 - 6	24	6	30
Tri-Level 7 - 9	22	17	39
Tri-Level 10 - 12	42	35	77
All Ages 1 and 3	54	38	92
Young Ambassadors	18	14	32
Creative Spirit: Backstage Pass	3	3	6
Creative Spirit	12	9	21
Just You and Me, Kid	29	18	47
Common Ground	8	9	17
Grand Totals	331	228	559

2005 campers = 611

2004 campers = 655

2003 campers = 586

2002 campers = 579

2001 campers = 587

2000 campers = 627

1999 campers = 610

Merom Long Range Site Planning Committee
May 20, 2006
Merom Conference Center

The meeting was convened at 10:00 AM by Dale Dressler.

Present: John Mier, Judy Olinger, Dale Dressler, Jack Gettinger, and Bob Kleeman

Absent: Bev Kahle

The first order of business was to elect officers. John Mier will serve as chairperson and Bob Kleeman will serve as secretary.

We began with a general discussion as to the purpose and scope of the committee. There appear to be three areas of interest; the long range plan for the site, a new cabin to be built in memory of Dan Crawn and the need for a Building and Grounds Committee.

Long Range Site Plan

A brain storming session was conducted to identify those areas that might be included in a long-range plan for the Merom campus. The ideas and topics from that session are listed on the attached appendix.

There was also a young adult planning group meeting. They were asked what site improvements they would like to see. A list is attached.

Currently the limiting factor for the site is the dining hall (approximately 200). There are 250 beds available. The chapel holds approximately 150.

Cabins

The discussion of cabins centered on the Crawn design and possible placement on the campus.

Design discussion and questions:

Sleeping areas' mix of bunk and single beds and conformance to ACA specifications.

Kitchenette or no kitchenette, to cook or not to cook, health department rules and regulations.

Bathrooms' design and conformance to ACA specifications and current accepted standards.

Does the design meet all the requirements and regulations for its intended use?

Merom Long Range Site Planning Committee

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Merom Conference Center

2

Cabins (cont'd)

Placement:

The Crown cabin's placement on site was discussed around the map and then the committee moved outside. Placement was discussed in context of near-term, future, and transition time.

Building and Grounds Committee

Jack expressed the opinion that a building and grounds committee needs to be established to look at maintenance issues around the site. There will be further discussion on this at later meetings.

RLK

7/7/06

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May 20, 2006
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Future Merom Improvements:

Brain Storming Session

Cabins New / Replace

Directors' Cabin

Drive

Parking

Dining hall Expand / Modify

Redesign Kitchen

Pines??

Chapel Front Steps

More Land?

Move to the River

Develop Bluff

Develop River bank

Two Campuses

Retreat Center across Road

Replace Whalen

New Maintenance Area (across road)

Make Attic Usable

Pond

Use Energy Options (Renewable sources)

New Pool (with handicap access)

Bath House

Improve Sidewalks and Trail

Outdoor Worship Area Modify / New

Outdoor Lighting

Complete Steps to the Wabash

Build Small Group (16 – 20) Areas

Merom Long Range Site Planning Committee
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Future Merom Improvements:

Young Adult Input

Improve Prairie Café (provides small group spaces)

Provide chapel basement access (west side, perhaps a sunken patio)

Improve sports fields

Access to river (we always have public access)

Refurbish potter's shed

Cover slab (extend roof of shelter house)

Provide additional small group areas

Provide path lighting

Make taller showers (shower heads)

Merom Long Range Site Planning Committee

Committee Members

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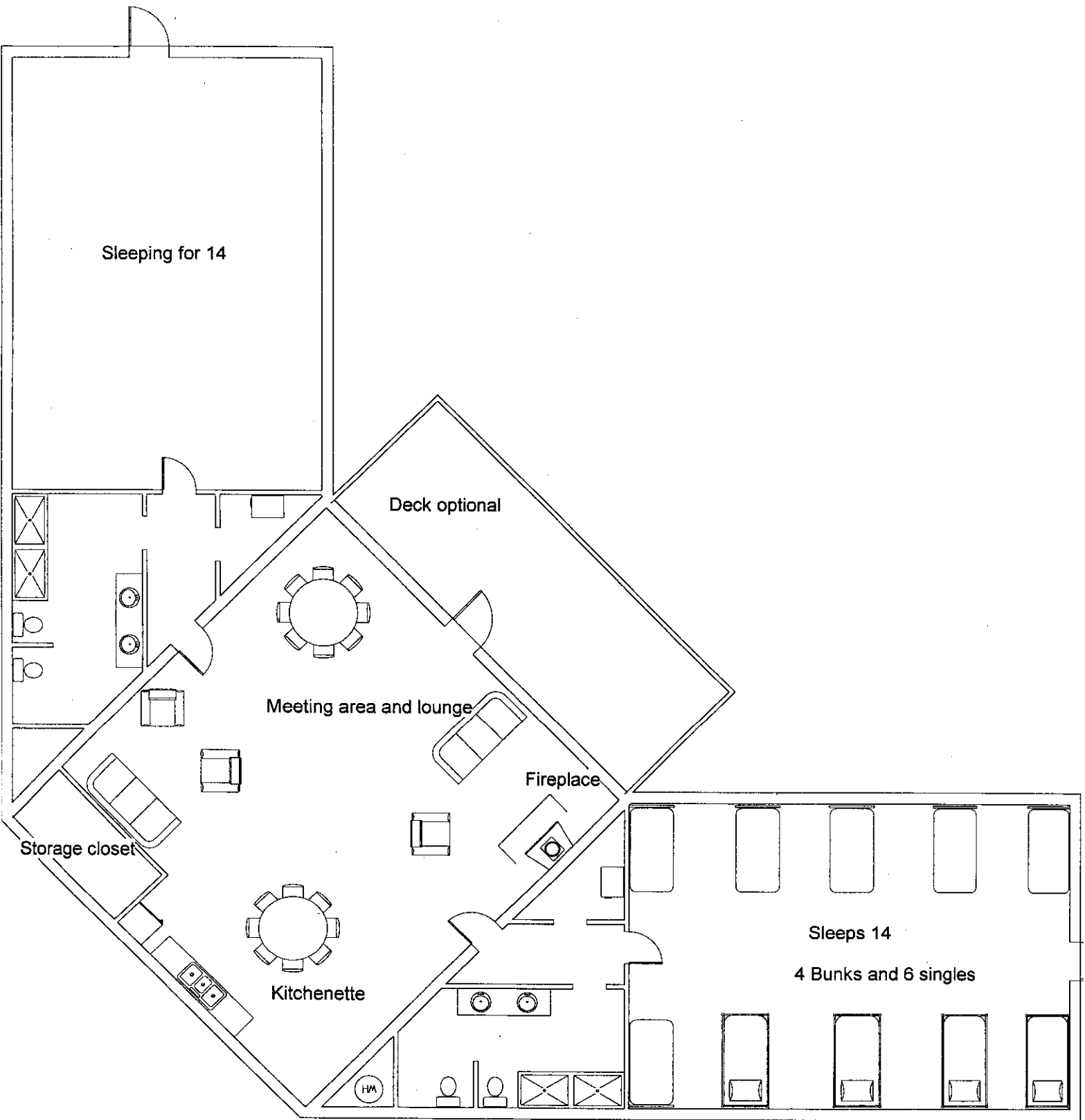
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Sleeping for 14

Deck optional

Meeting area and lounge

Fireplace

Storage closet

Kitchenette

Sleeps 14

4 Bunks and 6 singles

HM

LIVING AREA
3756 sq ft

Long Range Plan, Proposed Timeline

Short term, working on now or soon

Dan's cabin

Driveway / parking improvements

River: stairs, path, work with Town of Merom, others

Improve access to Prairie Café, use of

Access to basement of chapel, walk out patio area

Sports field

Paths, walk ways, lighting

Small group areas

Pines, low ropes

Energy efficiency designed & built into all projects

Mid range, 3-5 years from now

Dining hall expansion / modifications

Pond, bridge for path over

Long range, 10 years out

Camp Director's cabin

Redesign / rebuild kitchen

Collage Hall front steps

More land

Maintenance area across road

Collage Hall attic

Retreat center across road by river (self supporting)

New pool, handicap accessible, bath house

Re-build gym

Very long range, 15 + years

Performing art center, large enough to host IKC annual meeting, with support structures

This is a concept, and committee is always asking and seeking input to the process.

Merom Conference Center
Year-End Comparisons

	1998	1999	2000	2001	2002	2003	2004	2005
SUPPORT								
Meals	\$ 35,435.67	\$ 91,674.77	\$ 100,646.45	\$ 121,783.72	\$ 107,243.46	\$ 104,938.39	\$ 113,287.25	\$ 112,282.57
Facilities	\$ 136,028.63	\$ 86,262.90	\$ 78,566.79	\$ 84,309.44	\$ 80,958.29	\$ 86,804.35	\$ 95,953.20	\$ 96,333.30
Nature's Classroom					\$ 5,088.19	\$ 5,339.20	\$ 22,381.00	\$ 11,239.00
Gift Shop Revenue	\$ 3,646.10	\$ 2,674.01	\$ 5,975.53	\$ 8,607.67	\$ 8,480.88	\$ 8,677.13	\$ 8,468.42	\$ 7,958.43
Program Revenue	\$ 700.80	\$ 61.70	\$ 900.01	\$ 429.48	\$ 1,251.50	\$ 4,161.00	\$ 14,370.00	\$ 5,989.25
Gifts from Congregations	\$ 37,897.70	\$ 33,964.64	\$ 37,443.95	\$ 34,103.81	\$ 33,718.42	\$ 34,084.99	\$ 29,216.04	\$ 25,767.18
Gifts from Individuals	\$ 24,566.76	\$ 6,169.25	\$ 8,240.75	\$ 3,819.08	\$ 3,666.00	\$ 5,291.25	\$ 7,958.58	\$ 8,900.56
Designated Gifts	\$ -	\$ -	\$ 7,885.89	\$ 5,045.00	\$ 125,156.39	\$ 37,091.54	\$ -	\$ 1,125.00
Interest Income	\$ 19,924.84	\$ 18,854.58	\$ -	\$ -	\$ 10,479.35	\$ 9,005.13	\$ 12,735.41	\$ 14,292.90
Lilly Grant Income				\$ 11,056.56	\$ 358,945.97	\$ 151,217.70	\$ 27,220.11	
Total Support	\$ 258,200.50	\$ 239,661.85	\$ 239,659.37	\$ 269,154.76	\$ 734,988.45	\$ 446,610.68	\$ 331,590.01	\$ 283,888.19
EXPENSES								
Meals	\$ 43,035.78	\$ 34,620.08	\$ 45,301.93	\$ 51,975.46	\$ 46,398.07	\$ 49,844.36	\$ 58,523.77	\$ 42,518.15
Kitchen Supplies	\$ 3,909.02	\$ 2,891.26	\$ 3,404.99	\$ 3,998.35	\$ 3,421.31	\$ 2,888.03	\$ 2,840.88	\$ 2,637.63
Kitchen Equipment Repair	\$ 2,037.87	\$ 1,076.26	\$ 1,060.83	\$ 469.73	\$ 629.97	\$ 354.15	\$ 1,151.74	\$ 449.00
Gift Shop Expense	\$ 2,557.03	\$ 3,898.77	\$ 7,357.59	\$ 12,160.43	\$ (787.08)	\$ 9,686.38	\$ 2,594.69	\$ 6,528.58
Housekeeping Supplies	\$ 3,764.44	\$ 3,997.05	\$ 5,615.74	\$ 3,863.91	\$ 2,936.54	\$ 3,357.00	\$ 4,256.58	\$ 2,734.84
Program Expenses	\$ 3,769.45	\$ 1,290.84	\$ 2,862.01	\$ 5,440.90	\$ 8,583.16	\$ 7,238.53	\$ 8,304.09	\$ 5,840.07
Utilities	\$ 27,434.86	\$ 27,755.82	\$ 20,243.31	\$ 25,354.94	\$ 23,408.41	\$ 31,202.53	\$ 27,455.77	\$ 34,809.09
Vehicle Expenses	\$ 2,362.48	\$ 1,924.50	\$ 1,811.90	\$ 2,353.05	\$ 1,800.98	\$ 3,507.01	\$ 3,137.63	\$ 5,374.10
Swimming Pool	\$ 2,042.18	\$ 2,510.68	\$ 4,912.31	\$ 1,882.56	\$ 1,496.23	\$ 2,335.22	\$ 1,350.92	\$ 1,922.90
Buildings & Grounds	\$ 17,506.49	\$ 22,259.25	\$ 24,600.03	\$ 17,393.04	\$ 22,516.89	\$ 21,033.84	\$ 27,381.74	\$ 18,431.67
Public Relations	\$ 1,135.94	\$ 437.70	\$ 425.99	\$ 395.25	\$ 294.97	\$ 280.88	\$ 864.83	\$ 262.21
Governing Board Expenses	\$ 1,641.17	\$ 1,160.74	\$ 1,034.75	\$ 717.07	\$ 1,012.61	\$ 938.97	\$ 604.28	\$ 616.80
Office Expenses	\$ 10,795.71	\$ 11,790.88	\$ 10,667.30	\$ 11,756.89	\$ 9,389.24	\$ 10,565.95	\$ 9,257.57	\$ 10,920.06
Communications			\$ 7,855.16	\$ 7,187.45	\$ 6,045.08	\$ 8,424.00	\$ 8,424.18	\$ 10,286.83
Capital Improvements	\$ 10,823.22	\$ 7,078.39	\$ (8,057.33)	\$ 16,359.21	\$ 489,669.56	\$ 155,897.10	\$ 900.42	\$ 4,972.10
Staff Pay & Benefits	\$ 94,947.68	\$ 107,695.22	\$ 114,037.76	\$ 115,062.40	\$ 114,825.87	\$ 149,034.31	\$ 162,602.79	\$ 156,853.44
Staff Travel	\$ 287.22	\$ 327.63	\$ 1,660.93	\$ 785.00	\$ 888.16	\$ 1,589.81	\$ 1,254.25	\$ 3,767.61
Total Expenses	\$ 228,050.54	\$ 230,715.07	\$ 244,795.20	\$ 277,155.64	\$ 732,529.97	\$ 458,178.07	\$ 320,906.13	\$ 308,925.08
Net Surplus (Deficit)	\$ 30,149.96	\$ 8,946.78	\$ (5,135.83)	\$ (8,000.88)	\$ 2,458.48	\$ (11,567.39)	\$ 10,683.88	\$ (25,036.89)

Confirmation Retreats

Expenses:

4 Meals @ \$2.70	\$10.80
2 Snacks @ \$1.50	3.00
Film & Paper	1.00
Food & Cleaning Labor	1.80
Total	\$16.60

2005 Reported Costs - \$610.78 / 80 attendees =	\$7.63
4 Meals	10.80
<u>Food & Cleaning Labor</u>	<u>1.80</u>
Total Variable Costs	\$20.23

Tower Hill

Tower Hill's Fee	\$71.50
Snacks	1.50
<u>Film & Paper</u>	<u>1.00</u>
Total	\$74.00

Income

Merom - \$85 per person - \$20.23 variable costs = \$64.77 "margin"

2006 Participation – 108 – max potential growth 50% = 160 x \$64.77 margin per person = \$10,363.

Tower Hill

\$95 fee - \$74 costs = \$21 net "margin"

2006 Participation - 21 – max potential 50 x \$21 per person = \$1,050.

Total Anticipated Max "margin" after variable costs = \$11,413

Nature's Classroom

Variable Expenses (per person):

Food Labor	\$0.80
Food	8.10 (\$2.70 per meal average)
Cleaning Labor	1.00
Curriculum Material	1.50 (copying, egg drop materials)
Teacher Stipends	15.00 (\$150 per teacher/day, 1 teacher : 10 students)
Total	\$26.40

Income:

\$40.00 per day per student (assuming multi-day program)

\$26.50 variable expenses

\$13.60 margin after variable expenses

Program Director Fixed Expenses:

Compensation Package	\$30,205
<u>Nature's Classroom Mktg.</u>	<u>\$3,500</u>
Total Fixed Costs	\$33,705

Confirmation max margin 11,413

Net margin needed to break even \$22,292

Divided by Natures Classroom Margin - \$13.60

= 1638 student days total (546 students @ 3 days each = ~9 sessions of 40 students average)

2006 multi-day sessions anticipated : 330 student days

<u>Date</u>	<u>Name of Group</u>	<u>Projected revenue</u>	
9/8-9/11	A Simple Gathering	\$ 590.00	
	9 MCC Bd	\$ -	
8,9,10	Immanuel UCC, L'ville work camp	\$ 33.00	
10,11	IKC Board of Directors	\$ 1,120.00	
15,16	Dunivan Wedding	\$ 700.00	
	16 Labyrinth Walk	\$ -	
	18 Historical Council	\$ -	
19-23	Seniors Unlimited	\$ 2,000.00	
	20 LLALI and WV Pastors and Spouses	\$ 200.00	
	22 Historical Dinner Program	\$ 200.00	
	27 LLALI	\$ 200.00	
9/30-10/1	Westlake Church	\$ 2,100.00	
10/6-10/8	Wabash Valley Retreat	\$ 675.00	
	6, 7 Currys' Prairie Women	\$ 485.00	
11, 12, 13	Nature's Classroom	\$ 3,700.00	
13, 14, 15	Mid-High Getaway	\$ 340.00	
	17 Wabash Valley UCC Women	\$ 300.00	
	4, 18 LLALI	\$ 400.00	
	18 WV Pastors and Spouses	\$ 30.00	
20, 21, 22	Salem, Westphalia, Women	\$ 200.00	
	21 Fall Folk Concert	\$ 200.00	
	21 Saron UCC Elders	\$ 70.00	
	22 Bogard anniversary celebration	\$ -	no charge (staff) -- donation
25, 26, 27	Nature's Classroom	\$ 7,700.00	
	28 MCC/OMC Combined Board Meeting	\$ -	
	28 Youth Board at Bluff House	\$ -	we do nothing for them
	27, 28 Salem, Westphalia, Men Workcamp	\$ -	charge for meals only, if taken
11/2-11/5	Chrysalis (Girls)	\$ 5,000.00	
	1, 8, 1 LLALI	\$ 800.00	
10, 11, 12	Fall Assembly	\$ 1,665.00	
	16, 17, Chrysalis (Boys)	\$ 3,500.00	
22, 23, 24,	Dale and Jennifer Outdoor Ministries' friends	\$ -	
	30 Confirmation Retreat Planning Team	\$ -	
12/6,12/13	LLALI	\$ 200.00	
	Total projections	\$ 32,408.00	