

State of the Parish 2018



Saint Mary of the Immaculate Conception Roman Catholic Church
FREDERICKSBURG, VIRGINIA

from our pastor

state of the parish

Dear Beloved People of St. Mary of the Immaculate Conception:

I am truly grateful to God for the opportunity to serve you. As your pastor, I am responsible for all the temporal and spiritual goods of the parish and I answer to God, the Bishop, and you for my administration of such. I love this parish and am filled with wonder at the great works of the Lord. First, I will address our current finances. Secondly, I will address our most pressing needs and thirdly, ask you for your help and discernment.

Financial Report

This past year, the finance committee and I have been working on our 10 year plan to consider how we can best meet the needs of our parish family.

Consider Table 1, which shows in simplified form, our parish finances. We do show a net profit each of the last 5 years, but that 'profit' is prior to our paying principal on our parish loan. When paying down the loan is included, you quickly see that the parish is not running in a cash positive direction with the exception of 2014 and last year.

St. Mary of the Immaculate Conception Catholic Church 5 Year Financial Overview

TABLE 1

| YEAR | FY 2013-14 | FY 2014-15 | FY 2015-16 | FY 2016-17 | FY 2017-18 |
|---|------------------------|----------------------|----------------------|------------------------|----------------------|
| Net Ordinary Income | \$ 387,272.23 | \$ 325,071.80 | \$ 316,281.16 | \$ 192,886.02 | \$ 410,533.41 |
| Capital Campaign (Building Fund) | \$ 209,355.03 | \$ 229,431.97 | \$ 233,453.84 | \$ 216,944.27 | \$ 202,192.29 |
| TOTAL INCOME | \$ 596,627.26 | \$ 554,504.77 | \$ 549,735.00 | \$ 409,830.29 | \$ 612,725.70 |
| Capital Expenditures | \$ 552,301.14 | \$ 72,609.69 | \$172,867.36 | \$ 424,315.02 | \$ 25,338.00 |
| Interest on Debit | \$ 197,669.71 | \$ 183,803.38 | \$ 170,346.04 | \$ 168,947.27 | \$ 155,736.29 |
| Net Other Expense | \$ 749,970.85 | \$ 256,313.07 | \$ 343,213.40 | \$ 593,262.29 | \$ 181,074.29 |
| DIAL Loan Principal Payments | \$ 215,748.14 | \$ 325,387.10 | \$ 344,610.42 | \$ 340,243.21 | \$ 353,454.19 |
| TOTAL NET INCOME | (\$ 369,091.73) | \$ 2,804.60 | (\$ 231.26) | (\$ 523,675.21) | \$ 78,197.22 |

As a stewardship parish, St. Mary's has relied upon the strength of our Sunday offertory to finance the necessary expansions that give us our current debt of approximately \$2.6 Million. This plan has served us well for many years and the attendant growth has allowed us be the most vibrant, active, and generous parish in the southern region of our diocese.

Where this model faces uncertainty for the future, is that our growth has not sufficiently kept pace with the 3% growth on which our former income model was predicated and is the standard diocesan model. Notice that our average growth in Sunday offertory over the last 5 years has been 1.54% See Offertory Growth and Table 2, which compares actual vs. projected growth. Because we have not grown 3% annually on which our financial model was built, the cumulative effect over the last 5 years is that we have \$625,000 less than originally projected. This adversely impacted our ability to fund the expansion of our parish school and make other improvements.

from our pastor financial report

St. Mary Projected Growth vs. Actual Growth (2013-2018)

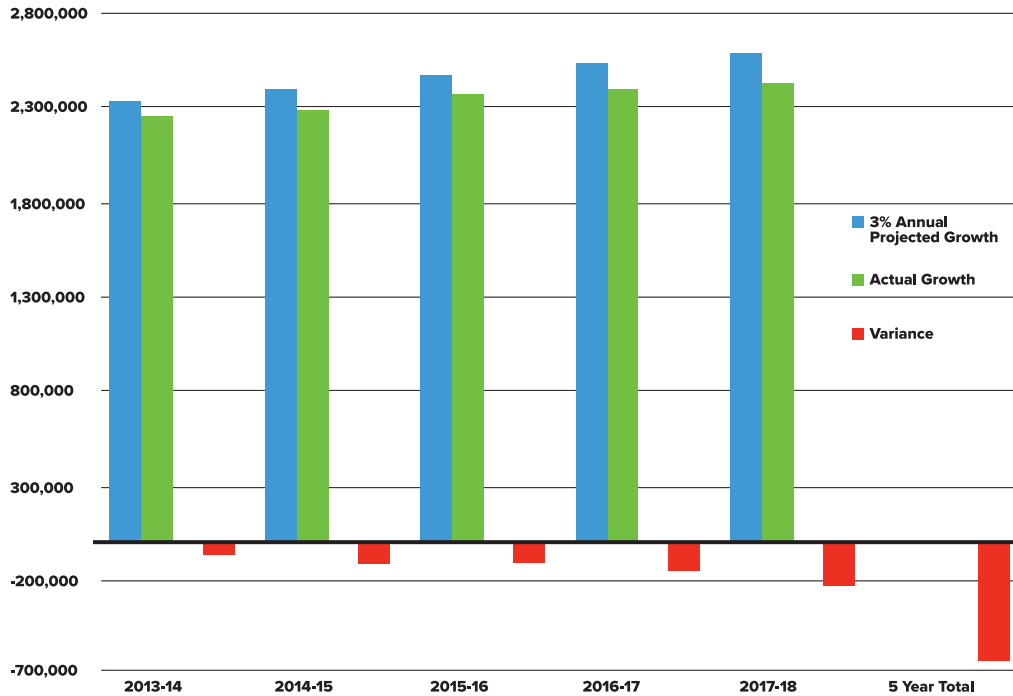


TABLE 2

Offertory Growth

| | |
|-----------------------|-------|
| 2013-14 | 0.5% |
| 2014-15 | 1.1% |
| 2015-16 | 3.6% |
| 2016-17 | 0.8% |
| 2017-18 | 1.7% |
| 5 Year Average | 1.54% |

Further analysis shows that the average giving per parish family has shown fluctuation. It has decreased 4 of the last 5 years. Just last year we had 5,455 families registered and only 1,856 of those families contributed financially to the parish, that's only 34% of families giving. Out of that giving, 1,181 families gave less than \$20 weekly.

Average Annual Offertory per Household (as calculated by diocesan audit)

| | |
|-------------|-------|
| 2013 | \$474 |
| 2014 | \$467 |
| 2015 | \$454 |
| 2016 | \$462 |
| 2017 | \$452 |

Your generosity makes our parish able to thrive! I learned recently that the federal government's budget for an office the size of our St. Mary's staff, could be as high as 4 million annually for salaries and benefits. We operate on a quarter of that, consistently doing more with less and relying on the army of volunteers that assist us to lovingly serve our Lord and parish families. Because of your generosity we accomplish so much together – we are blessed!

from our pastor

hca expansion

“Expand our Parish School and...”

When I arrived here two years ago, I was immediately asked if I would support the expansion of our parish school, Holy Cross Academy. I answered that I was happy to support what the parish family had discerned to be our top priorities. The original concepts were believed to carry a price tag of \$2,000,000. Working with the Diocese, we discovered that estimate to be too low. Thus we concentrated our efforts and contracted the square footage significantly to try to be able to meet the needs of the school at a price we can afford. Tables 3 & 4 show the original HCA expansion plan (2016) and the revised 2017 plan. Tables 5 & 6 list the items that are to be included in the revised plan and the funding raised to date to cover the expense.

Original Holy Cross Expansion Plans 2016

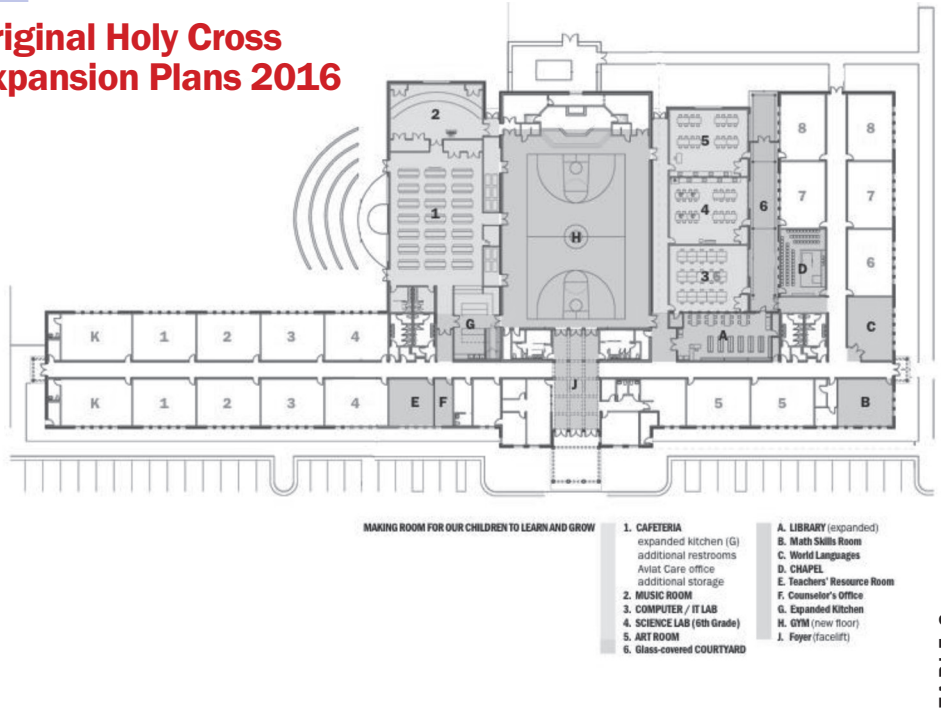


TABLE 3

TABLE 4 Holy Cross Expansion Plans 2018

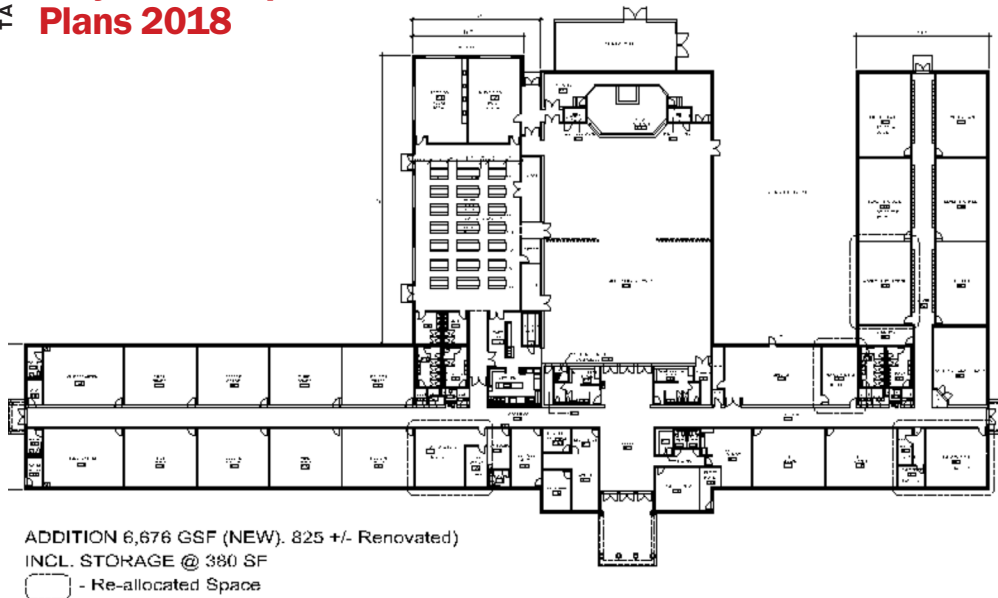


TABLE 5 2018 HCA Plans Include:

- New Cafeteria***
- 2 New Classrooms**
Art Room & Music Room
- Renovations to Accommodate:**
- Full-Size Technology Lab
- Foreign Language Classroom
- Resource Room
- Honors Math Classroom
- Math Resource Classroom

*Addition of a cafeteria would allow the PE and Sports programs to offer more practice time and games freeing up the gym space currently utilized for food service and after school care and other programs.

from our pastor 2016 - 2018

Holy Cross Expansion Project: On Our Way!

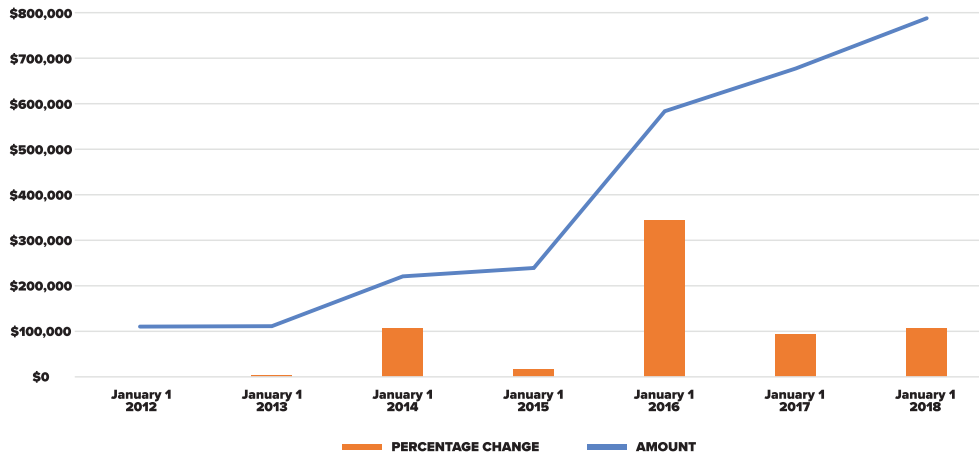


TABLE 6

Our plan to expand the school has 3 sources of funding:

School Fundraising - which has grown our Expansion fund to \$790k!

Stewardship - 3% growth model - we have not met this goal.

Diocesan Loan - with slow growth, our finances are stretched to pay the current loan and we are not able to borrow more today.

During this August's Parish Leadership Dinner, after laying out the challenges above, I took a survey of the gathered ministry and parish leaders on what our priorities should be for capital and improvement projects. 85 surveys were completed and expansion of the school was ranked the number one priority by 52% of the respondents. The table below shows their responses:

| PRIORITIES | FIRST | SECOND | THIRD | FOURTH | FIFTH | SIXTH | SEVENTH | TOTAL |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|------------------|-----------|------------------|
| HCA Expansion | 42 - 49.41% | 11 - 12.94% | 12 - 14.12% | 5 - 5.88% | 6 - 7.06% | 4 - 4.71% | 0 - 0.00% | 80 - 94.12% |
| Debt Reduction | 13 - 15.29% | 23 - 27.06% | 22 - 25.88% | 12 - 14.12% | 8 - 9.41% | 1 - 1.18% | 0 - 0.00% | 79 - 92.94% |
| PLC New Roof | 14 - 16.47% | 22 - 25.88% | 22 - 25.88% | 14 - 16.47% | 6 - 7.06% | 0 - 0.00% | 0 - 0.00% | 78 - 91.76% |
| Adoration Chapel | 9 - 10.59% | 16 - 18.82% | 10 - 11.76% | 17 - 20.00% | 27 - 31.76% | 1 - 1.18% | 0 - 0.00% | 80 - 94.12% |
| Program Enrichment (Youth Ministry, Adult Edu., Marriage) | 1 - 1.18% | 8 - 9.41% | 10 - 11.76% | 30 - 35.29% | 27 - 31.76% | 1 - 1.18% | 0 - 0.00% | 77 - 90.59% |
| Parking | 1 - 1.18% | 0 - 0.00% | 1 - 1.18% | 0 - 0.00% | 1 - 1.18% | 4 - 4.71% | 1 - 1.18% | 8 - 9.41% |
| Relocate Tabernacle | 2 - 2.35% | 1 - 1.18% | 1 - 1.18% | 0 - 0.00% | 0 - 0.00% | 0 - 0.00% | 0 - 0.00% | 4 - 4.71% |
| Alter Rail | 0 - 0.00% | 0 - 0.00% | 0 - 0.00% | 0 - 0.00% | 0 - 0.00% | 0 - 0.00% | 1 - 1.18% | 1 - 1.18% |
| Other | 0 - 0.00% | 0 - 0.00% | 0 - 0.00% | 1 - 1.18% | 0 - 0.00% | 2 - 2.35% | 0 - 0.00% | 3 - 3.53% |

One of the challenges of that list, is that all projects are not equal in our ability to accomplish them in the next 2 years, 5 years, or even 20 years. But it also expresses great enthusiasm for our parish needs and continued growth.

Please understand that as your pastor, I am are grateful for any gift. Many families are giving what they can. I share this with our parish family so you can see and understand the data of where we are financially and the challenges we face.

from our pastor

how we can help

“How can everyone help?”

1. INCREASE OFFERTORY

This weekend, in preaching all Masses, I have asked you to prayerfully consider how you can take your giving to the next level. All bulletins have a brochure asking you to review your current weekly level of giving, and prayerfully ask if you could take it to the next level. The use of Faith Direct is an electronically reliable way to consistently and securely give. Please visit faithdirect.net. Use code VA635 for St. Mary’s

2. CONSTRUCTIVE FEEDBACK / CONSULTATION:

Two weeks from now, at Mass, you will have an opportunity to fill out a survey and provide statistical feedback on:

Sacramental needs

Parish school need for expansion and repairs.

Adoration chapel (small weddings baptisms possible here)

Understanding of the Financial Situation of the parish, and willingness to support increased offertory and/or a capital campaign.

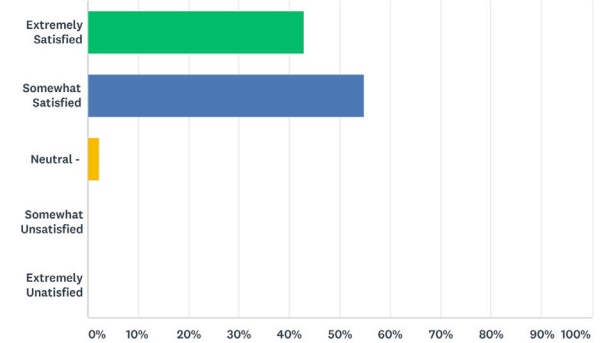
We will also post a link on the parish website for you to be able to fill out a survey. This is your opportunity to share your thoughts and give me much needed feedback. Each of you form an integral part of our parish family!

3. POSSIBLE CAPITAL CAMPAIGN

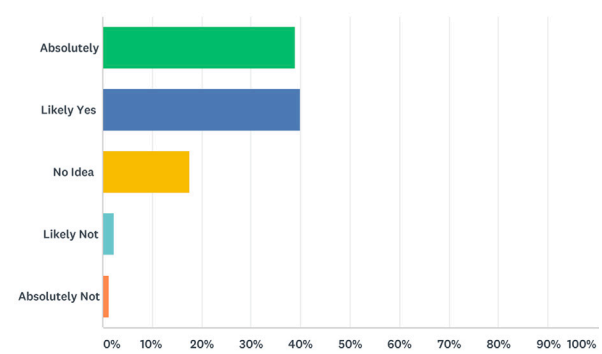
What we can accomplish as a parish family depends on you and what you are willing to do. St. Mary’s has more people in our parish than all of the other parishes in our deanery combined! (The Deanery spans from Triangle, to Culpepper, and Kilmarnock)! People often tell me that they came to St. Mary’s because of the vibrant, active parish life and welcoming community. Parish finances are always local, and our growth is enabled only by your generosity. For us to be able to afford our current debt and continue to grow, we must consider the possibility of a capital campaign for debt reduction, HCA expansion, and many of the possible needs listed above.

During the Leadership dinner this August, after an even more detailed explanation of our finances, I asked them a series of questions about our plans for the future and how to get there. Consider the results from these 3 questions in the tables to the right:

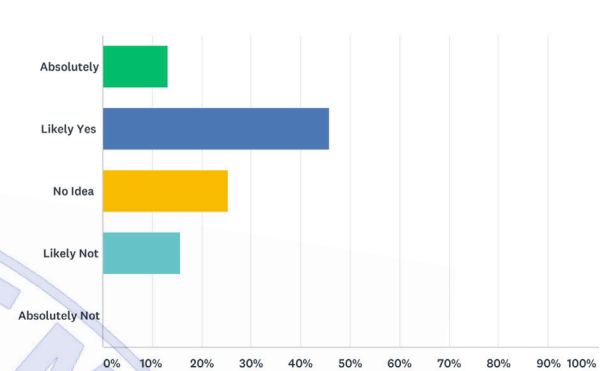
Overall Satisfaction



Willingness to Support HCA Expansion



Willingness to Support Capital Campaign



Folks, I am very enthused to be your pastor. I believe in you and the wonderful community that the Lord has built up here through your generosity. Thank you for helping me to discern the future.

Be assured of my prayers and love.
Pax et Bonum (Peace and All Goodness),

Fr. John Paul Mosimann
Pastor

from our pastor

take the next step

Saint Mary of the Immaculate Conception

TAKE THE NEXT STEP

Offertory Program
A Revealing Breakdown of 2017

Household Giving Per Week
Find where you are on this chart
(your weekly giving)



Consider enrolling in Faith Direct. This easy program allows you to securely and consistently support St. Mary's by sending your contributions electronically. You can manage your own donations with peace of mind, on-line support, flexibility, and receive monthly summaries. Super easy, secure, consistent and efficient!

Visit faithdirect.net
Reference St. Mary's code **VA635**

Will You Grow ONE STEP This Year?

Find your weekly giving on the chart and move just **ONE** block to the right to determine that **TAKE THE NEXT STEP** would be for you

| YOUR YEARLY INCOME | YOUR WEEKLY INCOME | RANGE OF GIVING | | | RANGE OF GIVING | | | RANGE OF GIVING | | | SACRIFICIAL GIFT | | BEYOND A SACRIFICIAL GIFT | |
|--------------------|--------------------|-----------------|---------|----------|-----------------|----------|----------|-----------------|----------|----------|------------------|----------|---------------------------|--|
| | | 1% | 1.5% | 2% | 2.5% | 3% | 3.5% | 4% | 5% | 6% | 7% | 8% | 9% | |
| \$25,000 | \$500 | \$5.00 | \$7.50 | \$10.00 | \$12.50 | \$15.00 | \$17.50 | \$20.00 | \$25.00 | \$30.00 | \$35.00 | \$40.00 | \$45.00 | |
| \$37,500 | \$750 | \$7.50 | \$11.25 | \$15.00 | \$18.75 | \$22.50 | \$26.25 | \$30.00 | \$37.50 | \$45.00 | \$53.50 | \$60.00 | \$67.50 | |
| \$50,000 | \$1,000 | \$10.00 | \$15.00 | \$20.00 | \$25.00 | \$30.00 | \$35.00 | \$40.00 | \$50.00 | \$60.00 | \$70.00 | \$80.00 | \$90.00 | |
| \$62,500 | \$1,250 | \$12.50 | \$18.75 | \$25.00 | \$31.25 | \$37.50 | \$43.75 | \$50.00 | \$62.50 | \$75.00 | \$87.50 | \$100.00 | \$112.50 | |
| \$75,000 | \$1,500 | \$15.00 | \$22.50 | \$30.00 | \$37.50 | \$45.00 | \$52.50 | \$60.00 | \$75.00 | \$90.00 | \$105.00 | \$120.00 | \$135.00 | |
| \$100,000 | \$2,000 | \$20.00 | \$30.00 | \$40.00 | \$50.00 | \$60.00 | \$70.00 | \$80.00 | \$100.00 | \$120.00 | \$140.00 | \$160.00 | \$180.00 | |
| \$125,000 | \$2,500 | \$25.00 | \$37.50 | \$50.00 | \$62.50 | \$75.00 | \$87.50 | \$100.00 | \$125.00 | \$150.00 | \$175.00 | \$200.00 | \$225.00 | |
| \$150,000 | \$3,000 | \$30.00 | \$45.00 | \$60.00 | \$75.00 | \$90.00 | \$105.00 | \$120.00 | \$150.00 | \$180.00 | \$210.00 | \$240.00 | \$270.00 | |
| \$175,000 | \$3,500 | \$35.00 | \$52.50 | \$70.00 | \$87.50 | \$105.00 | \$122.50 | \$140.00 | \$175.00 | \$210.00 | \$245.00 | \$280.00 | \$315.00 | |
| \$200,000 | \$4,000 | \$40.00 | \$60.00 | \$80.00 | \$100.00 | \$120.00 | \$140.00 | \$160.00 | \$200.00 | \$240.00 | \$280.00 | \$320.00 | \$360.00 | |
| \$225,000 | \$4,500 | \$45.00 | \$67.50 | \$90.00 | \$112.50 | \$135.00 | \$157.50 | \$180.00 | \$225.00 | \$270.00 | \$315.00 | \$360.00 | \$405.00 | |
| \$250,000 | \$5,000 | \$50.00 | \$75.00 | \$100.00 | \$125.00 | \$150.00 | \$175.00 | \$200.00 | \$250.00 | \$300.00 | \$350.00 | \$400.00 | \$450.00 | |

ENROLLMENT FORM



St. Mary of the Immaculate Conception
1009 Stafford Avenue
Fredericksburg, VA 22401-5418

To enroll online, use code
below or scan here: →

VA635



Faith Direct • Attention: Enrollment • P.O. Box 7101 • Merrifield, VA 22116-7101 • 1-866-507-8757 {toll free} • www.faithdirect.net

Please circle **Monthly or Weekly*** :
Offertory Gift: \$ _____

(*Note: Your gifts will be processed on the 4th or the next business day of each month. The **total Weekly Offertory amount** will be determined by the number of Sundays in the month. Some months have **5 Sundays.**)

You may also choose to give to the following second and special collections.

The amount indicated will be debited in the month listed as part of the regular monthly transaction.

| COLLECTION | AMOUNT | MONTH | COLLECTION | AMOUNT | MONTH |
|---|----------|----------------|---|----------|-----------|
| <input type="checkbox"/> Parish Building Fund | \$ _____ | Monthly | <input type="checkbox"/> Pastoral Solidarity Fund for Africa | \$ _____ | July |
| <input type="checkbox"/> Solemnity of Mary | \$ _____ | January | <input type="checkbox"/> Food Bank Children's Programs | \$ _____ | August |
| <input type="checkbox"/> Church in Latin America | \$ _____ | January | <input type="checkbox"/> Assumption | \$ _____ | August |
| <input type="checkbox"/> Arlington Catholic Herald | \$ _____ | February | <input type="checkbox"/> Religious Education | \$ _____ | September |
| <input type="checkbox"/> Church in Central and Eastern Europe (Ash Wednesday) | \$ _____ | February | <input type="checkbox"/> Catholic University of America | \$ _____ | September |
| <input type="checkbox"/> Black & Indian Missions | \$ _____ | February | <input type="checkbox"/> Porto Charities: "Special Kids, Special Needs" | \$ _____ | October |
| <input type="checkbox"/> Little Sisters of the Poor | \$ _____ | March | <input type="checkbox"/> World Mission Sunday | \$ _____ | October |
| <input type="checkbox"/> Catholic Relief Services | \$ _____ | March | <input type="checkbox"/> All Saints | \$ _____ | November |
| <input type="checkbox"/> Holy Land Shrines | \$ _____ | March | <input type="checkbox"/> Retirement Fund for Religious | \$ _____ | November |
| <input type="checkbox"/> Easter Sunday (additional gift) | \$ _____ | April | <input type="checkbox"/> Campaign for Human Development | \$ _____ | November |
| <input type="checkbox"/> Catholic Home Missions | \$ _____ | April | <input type="checkbox"/> Immaculate Conception | \$ _____ | December |
| <input type="checkbox"/> Special Parish Needs | \$ _____ | May | <input type="checkbox"/> Catholic Charities Christmas Collection | \$ _____ | December |
| <input type="checkbox"/> Ascension | \$ _____ | May | <input type="checkbox"/> Parish Christmas Charities Collection | \$ _____ | December |
| <input type="checkbox"/> Catholic Communications | \$ _____ | May | <input type="checkbox"/> Christmas Day | \$ _____ | December |
| <input type="checkbox"/> Diocesan Retired Priests | \$ _____ | May | | | |
| <input type="checkbox"/> Peter's Pence (Holy Father) | \$ _____ | July | | | |
| <input type="checkbox"/> Missionary Cooperative Appeal | \$ _____ | July | | | |

I would like to enroll in the Faith Direct program. I understand that my **total** monthly contribution amount will be transferred directly from my bank account or credit/debit card as stated above, a record of my gifts will appear on my bank or card statement, and my transfers will begin next month. I understand that I can increase, decrease or suspend my giving by contacting Faith Direct toll free at 1-866-507-8757. {All gifts provided to your Church originating as Automated Clearing House transactions comply with U.S. law.}

Signature: **X** _____ Date: _____

Name(s): (please print) _____

Street Address: _____

City/State/Zip Code: _____

Telephone: _____ E-mail: _____

Church Envelope #: _____

Name as I/we would like it to appear on Offertory Cards: _____

I do not wish to receive Offertory Cards to place in the collection basket as a sign of my electronic giving.

If you choose to enroll by mail, you can contact Faith Direct at 1-866-507-8757 {toll-free} to set up online access to your account.

For Bank Account Debit: Please return this completed form and a voided check to Faith Direct Enrollment.

For Credit/Debit Card: Please complete the following... VISA MasterCard American Express Discover

Credit/Debit Card #: _____ Expiration Date: _____

If you have any questions about the Faith Direct program, please contact us at 1-866-507-8757 {toll free} or info@faithdirect.net.