



January 11, 2023

Dear Friends and Members of Esperanza,

This letter is to remind you that we will be reviewing the proposed 2023 Mission Plan this Sunday, January 15<sup>th</sup>, at 10:15am following the worship service. We hope to address as many questions as possible prior to the formal approval at the Annual Congregational meeting on January 22<sup>nd</sup>.

Included in this letter is a statement of actual revenue and expense for 2018 through 2022 plus the proposed plan for 2023.

We'll briefly touch on 2022 results at the meeting but here is the headline. By the grace of God and your support of Esperanza, we finished 2022 with a \$19,771 surplus.

Many of you may recall that back in the Spring we began to communicate concern that we might end the year with a deficit in the range of \$40,000, entirely within Giving. Over the summer and fall we communicated improvement but were still projecting a deficit as late as October. The following table explains the difference between what we expected in the Spring and where we ended:

<b>Budget Category</b>	<b>Change vs Early Forecast</b>	<b>Comments</b>
Giving (Pledge and Non-Pledge)	\$23,000	\$17,000 in December
Unplanned Pre-School Donations	14,000	Supported by AZ grants
Rent Donations/Designated Fund Use	8,000	Unplanned campus use
Lower Expenses	15,000	Careful management
<b>Total</b>	<b>60,000</b>	

We believe the proposed plan for 2023 is very sound. We have been conservative in our giving assumptions. We have renegotiated equipment leases and will see significant savings. Pension and benefit costs will be lower. This has allowed us to increase outlays for Staff, Synod and Mission Outreach, Communications, and additional principal payments on our mortgage.

Please review the enclosed materials and plan to attend the review meeting on January 15<sup>th</sup>.

Sincerely,

Mark Entsminger