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October 27, 2021

Dear Hosanna! Family:

We have experienced a lot of loss this year-- restricted gatherings, changing traditions, active members moving, beloved family and friends dying, and even grape theft. Nonetheless, **we haven't lost our joy and we haven't lost our hope.**

We keep finding meaningful ways to be together and live through these things together. We have refused to turn completely inward, and instead continue to be generous. We are still working to be the change we long to see in our world, and doing the good God calls us to do. **Thank you for your part in our shared ministry--your time, your hospitality, your service, your creativity, and your generosity.**



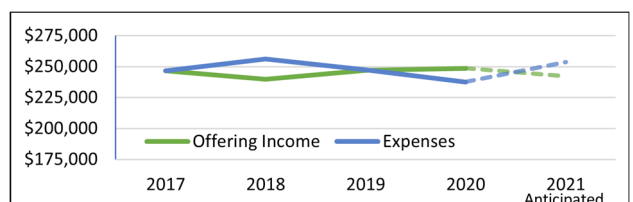
Each fall, we take time to reflect, commit, and plan for ministry together another year. **With this letter and the enclosed items, we're inviting you to commit to how you'd like to contribute to our ministry in the coming year.** If you've become disconnected, now is a great time to restart routines that got interrupted. If you're present, but feel new or lost, now is the time to go deeper. If you're already engaged, now is a great time to remember why you do what you do and renew your commitment.

## Where our finances are right now . . .

**Members have been generous this year, but we've experienced significant loss.** The giving statistics for the past two years are clouded a bit by carry-over of giving in the last week of 2020 into January 2021. Adjusting for that, giving in 2020 was 7% (\$17,000) less than 2019, and giving in 2021 through September is down an additional 3% (\$5,000). These deficits were more than covered by Payroll Protection Grants that totaled \$45,600 for the two years combined, but there will be no repeat of those grants in 2022. There are multiple reasons for the lower offering income: lower attendance during the pandemic, fiscal uncertainty among members, and an unusually large number of active members who have moved away or died in the past two years. **A line-by-line 9-month budget comparison is enclosed.**

9-MONTH: ACTUAL INCOME = \$181,743 (98% budgeted expenses)	ANTICIPATED AT CURRENT %	PPP GRANT \$16,801
9-MONTH: BUDGETED INCOME = \$184,380	REMAINING BUDGET = \$61,460	DEFICIT \$12,710
9-MONTH: BUDGETED EXPENSES = \$193,913	REMAINING BUDGET = \$64,638	
9-MONTH: ACTUAL EXPENSES = \$190,200 (98% budgeted expenses)	ANTICIPATED AT CURRENT %	

Expenses returned to a more typical level in 2021 after not being in person for part of 2020. Economic inflation will also impact expenses in coming years. For these reasons, the council is particularly in need of your guidance through your pledge as we figure what is available for 2022.



## Past offerings to our shared ministry . . .

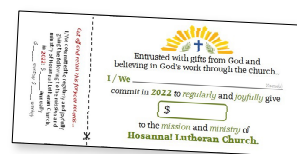
**We've enclosed your third quarter giving statement.** It's based on gifts via envelope, electronic means, or in another identifying manner. If this doesn't match your records, please contact the office. *If no statement is enclosed, your gifts were given anonymously, so we're not able to provide you a record.*

- **If your finances have changed** because of work or investments, and your ability to contribute this year has changed, know that we still value you and what contributions you can make.
- **If you've fallen behind on your planned contributions**, please consider making up for missed contributions by giving a catch-up gift now or by increasing your giving through the end of the year.
- **If you've found it difficult to give consistently during this time**, consider setting up regular electronic withdrawals through your bank or our giving provider ([www.hosannatogether.org/give](http://www.hosannatogether.org/give)).
- **If you have received unexpected income** from your work, government stimulus, or other sources this year, please consider giving additional to help compensate for those who have had to give less.

## Invitation to make a financial commitment . . .

**Let us know your plans to contribute financially to our shared ministry in 2022.**

A written commitment helps us plan what we can (and can't) do together in the next year, and it helps you meet your own goals to be part of it. Even if you're not able to change the amount of your offerings next year, please submit a new pledge so we have an accurate count for budgeting.

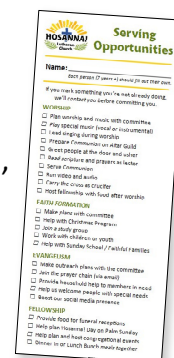


**As you consider your goals for 2022, here are several ways to challenge yourself:**

- If you haven't made an **offering pledge** before, make one this year.
- If you are close to your pledge, **grow by stepping up 1-2%** of your income or a dollar amount.
- **If you are exceeding** this year's pledge, consider committing to that higher amount next year.
- If you couldn't fulfill your pledge, **make a plan** to accomplish it next year (consider automatic gifts).
- **Work toward a tithe**, the Biblical practice of giving God the first 10% of the income God gives to you.
- **Pray.** See what God is calling you to do and how God might make that possible.

## Invitation to commit your passion and service . . .

**Let us know how you'd like to serve in 2022.** The pandemic has changed past commitments, the opportunities we have right now, and the ways we serve. Even if you're already serving or you've filled out a time and talent sheet in the past, please complete the enclosed service opportunities survey. We ask every member to complete their own copy of the survey. If you mark something new, we'll contact you with details before committing you.



## Please make your pledge by November 14 in ONE of these ways:

- 1) **Make your pledge online right now** through our website at [www.hosannatogether.org/pledge](http://www.hosannatogether.org/pledge).
- 2) **Fill out the enclosed pledge card and passion survey**, then either mail them to the church office or place them in the offering plate on Sunday morning.

## Thank you for your commitment . . .

No matter the size, your gifts make a difference, and we pray that they are fulfilling and joyful for you to give. Thank you for your commitment to our shared ministry.

*Pastor Mike Kern*

## 2021 Operating Budget: 9-Month Update

INCOME	2021 Budget	75% Budget	9-Month Actual	Notes
Faith Commitments/Envelopes	\$135,270	\$101,453	\$14,421	Some commitments come in without identification, so these lines should be taken together
Free Will, Growth, & Loose	\$110,570	\$82,928	\$167,322	
Designated to Operating Expenses	\$0	\$0	\$3,767	
<b>TOTAL OFFERING INCOME</b>	<b>\$245,840</b>	<b>\$184,380</b>	<b>\$181,743</b>	\$2,637 LESS than anticipated
Payroll Protection Grant	\$0	\$0	\$16,801	One-time grant, included in income.
<b>TOTAL INCOME</b>	<b>\$245,840</b>	<b>\$184,380</b>	<b>\$198,544</b>	\$14,164 MORE than anticipated
EXPENSES	2021 Budget	75% Budget	9-Month Actual	Notes
<b>BENEVOLENCE</b>	<b>\$4,000</b>	<b>\$3,000</b>	<b>\$3,000</b>	
<b>SALARIES, BENEFITS, &amp; TAXES</b>	<b>\$148,118</b>	<b>\$111,088</b>	<b>\$111,572</b>	
Pastor Salary, Housing, & SECA Allowance	\$63,227	\$47,420	\$47,421	
Pastor Benefits	\$39,469	\$29,602	\$30,085	
Pastor Continuing Education	\$800	\$600	\$74	
Pastor Mileage	\$800	\$600	\$208	
Supply Pastors	\$840	\$630	\$511	
Administrative Assistant + SS/Medicare Tax	\$25,647	\$19,236	\$19,612	
Music Ministry	\$17,334	\$13,001	\$13,661	
<b>MINISTRIES</b>	<b>\$42,497</b>	<b>\$31,872</b>	<b>\$27,535</b>	
Office	\$6,000	\$4,500	\$1,357	
Building & Property	\$11,000	\$8,250	\$9,630	
Utilities	\$11,000	\$8,250	\$6,056	
Insurance	\$7,847	\$5,885	\$8,428	Full amount paid for year.
Christian Education	\$2,200	\$1,650	\$159	
Evangelism	\$1,000	\$750	\$316	
Fellowship	\$500	\$375	\$143	
Social Ministry	\$150	\$113	\$0	
Stewardship	\$500	\$375	\$0	
Synod Assembly	\$300	\$225	\$195	
Worship & Music	\$2,000	\$1,500	\$1,251	
<b>MORTGAGE</b>	<b>\$63,936</b>	<b>\$47,952</b>	<b>\$47,993</b>	
<b>TOTAL EXPENSES</b>	<b>\$258,550</b>	<b>\$193,913</b>	<b>\$190,100</b>	\$3,119 LESS than budgeted
TOTAL OPERATING BUDGET	2021 Budget	75% Budget	9-Month Actual	Notes
<b>INCOME</b>	<b>\$245,840</b>	<b>\$184,380</b>	<b>\$198,544</b>	Income and expenses are both lower than budgeted, but offering income still below expenses. Difference helped by PPP Grant.
<b>EXPENSE</b>	<b>\$258,550</b>	<b>\$193,913</b>	<b>\$190,100</b>	
<b>DIFFERENCE</b>	<b>-\$12,710</b>	<b>-\$9,533</b>	<b>\$8,444</b>	

### ONGOING work happening...

- Pastoral care during loss
- Inspirational worship and music
- Active and personal communication
- Care of our shared facility
- Faith-deepening gatherings for kids + adults
- Members connected and sustained
- 1500+ blankets, food pantry, Christmas gifts

### NEW things made possible this year...

- Livestreamed worship
- Meetings and studies via Zoom
- Monthly bless boxes for kids
- Christian Education vision work
- Landscaping improvements/building repair
- Website and evangelism improvements
- Online Christmas and Easter programs

## Resources for Giving to Hosanna!

**Automatic Contributions:** Meet your goals without the hassle of checks by using direct bank withdrawal, debit card, or credit card to give weekly, biweekly, or monthly.

**Use Hosanna's electronic giving provider.** You can begin e-giving on our website (click "Give"), by filling out a form (on the counter in the front entry), or by calling the church office. Changes to giving begun using a form can be made by calling the office or filling out a new form, or through the website if you signed up there. There is a small fee for this service.



**Set up automatic giving through your bank.** Many banks allow you to set up automatic giving by EFT or by check for free through their bill pay. Contact your bank about setting this up. If additional information is needed from the church, call the church office.

**Give a portion of your paycheck.** Some employers allow you to contribute to not-for-profit organizations like Hosanna! by deducting your gift from your paycheck on a pre-tax basis. Talk to your employer to see if this is an option.

**Stock and Retirement Distributions:** In addition to cash gifts, **appreciated stock and distributions from an IRA or similar account can be given to the church in a way that reduces your tax liability.** Consult with a finance professional or your broker to learn how you might benefit from this and how to set it up.

**Planned Giving:** Invest in the future of Hosanna! by paying down debt, funding capital improvements, or seeding new ministry through your estate plan.

Talk with your estate or financial planner to explore your options, or speak with Stephen Phelps, MA, CFRE of Lutheran Planned Giving. Stephen doesn't sell anything, but rather helps members learn how they can structure their estate to achieve their existing goals while leaving a legacy. Stephen can be reached at 314-703-6949 or [stephen.phelps@elca.org](mailto:stephen.phelps@elca.org).



**Give to a project:** If you'd like to invest in our ministry beyond the operating budget, talk with Pastor Mike or a council member about non-budgeted projects that might be on our horizon, dreams that have been tabled due to lack of funds, or maintenance needs that may be coming.

**Thrivent Choice:** If you are a member of Thrivent Financial, you can direct Choice Dollars to Hosanna!

These funds must be designated each year, which can be done at [www.thrivent.com/thriventchoice](http://www.thrivent.com/thriventchoice) or by contacting your Thrivent representative. Over the years, has received over \$11,000 Choice Dollars.



**Amazon Smile:** Support Hosanna! when you shop! Although we don't endorse any company over another, you can shop at [smile.amazon.com](http://smile.amazon.com) and Amazon will donate 0.5% of your purchase to Hosanna! Begin by searching for and designating "Hosanna Evangelical Lutheran Church" (in Liberty, MO) as your charity of choice. Alternatively, you can follow this link: <https://smile.amazon.com/ch/43-1818642>. In just 2 years, we've already received over \$360 from this program.

