



STATEMENT OF INCOME

2019/2020 Projected 2018/2019 Budget 2017/2018 Actual

Cooperative Program	\$3,201,000	\$3,201,000	\$3,247,115
Other Support	287,185	287,185	183,451
Event Related Income	618,150	618,150	649,105
Project & Other Related Revenue	232,250	232,250	179,168
TOTAL INCOME	4,338,585	4,338,585	4,258,839
What Percent was CP of your Total Income	73.78%	73.78%	76.24%

2019/2020 Projected 2018/2019 Budget 2017/2018 Actual

Salaries & Benefits	\$2,677,977	\$2,677,977	\$2,503,073
Travel	325,725	325,725	327,445
Executive Office	212,227	212,227	104,072
Events & Strategic Initiatives	717,592	717,592	621,883
Business & Finance	177,561	177,561	169,100
Communications	197,128	197,128	166,883
Public Policy & Research	30,375	30,375	15,746
TOTAL	\$4,338,585	\$4,338,585	\$3,908,202

OTHER REPORTS AND DECLARATIONS

1. What is your projected contingent reserves for 2020? 1,016,113
2. What is your projected contingent reserves for 2019? 1,016,113
3. What was your contingent reserves for 2018? 1,016,113
4. What is your projected operating reserves in 2020? 36,568
5. What is your projected operating reserves in 2019? 36,568
6. What was your operating reserves in 2018? 36,568
7. Were reserves or other contingent funds used for financing assigned ministries during 2018? Explain, listing amounts used? No
8. Has the Convention approved a maximum amount for your contingent reserve? (See XI of the Budget and Financial Plan) Yes
9. If yes, what year did the Convention approve the amount? What was the maximum amount? 1983, 90 days
10. Indicate the actual or anticipated financial reserves in endowment funds at the close of 2020? 0
11. Indicate the actual or anticipated financial reserves in endowment funds at the close of 2019? 0
12. Indicate the actual or anticipated financial reserves in endowment funds at the close of 2018? 0
13. Indicate the actual or anticipated financial reserves in Other Funds at the close of 2018? 0
14. Is the corpus of all trust funds intact? Yes
15. Have trust funds been used at any time for any purpose other than that for which such funds were created? No
16. State the anticipated debt at the close of 2020? 0
17. State the anticipated debt at the close of 2019? 0
18. State the actual debt at the close of 2018? 0
19. Has debt of any subsidiary corporation been increased? If so, how much? 0

20. Please list the total amount invested as of September 30, 2018, or the entity's latest fiscal year. Indicate date used. 9/30/2018 - \$1,084,680
21. Please list each type of investment and the Book Value of each. Southern Baptist Foundation
SBF Flexible Income Fund - \$1,016,112.65
SBF Short Term Fund - Money Market - \$36,567.44
BB&T Cash - \$32,000.00
22. Has ERLC made or does it contemplate making any appropriation to any cause or for any purpose other than for the promotion of its own work during the 2020, 2019 and 2018? No
23. Has a review of your insurance coverage determined that you have adequate coverage based on replacement values? Yes
24. What is the anticipated budget that relates to personnel (salaries, benefits) for 2019? \$2,677,977
25. What is the total number of employees anticipated to be working in Nashville by the end of 2019? We have 19 full-time employees in our Nashville and DC offices combined for the 2018-2019 fiscal year.
26. What was the budget that related to personnel (salaries, benefits) for 2018? \$2,566,656 which includes the full-time employees in the Nashville and DC offices as well as those working remotely, plus part-time and contract workers and retirees.
27. What was the total number of employees working in Nashville by the end of 2018? 15 Full time employees in Nashville as of 9/30/2018.
28. Please state below the most recently reported dollar amount of your unrestricted net assets? 1,622,193 (9/30/18)
29. Please state below the reported dollar amount of your unrestricted net assets for 2017? 1,397,009 (9/30/17)
30. For 2018: What is your board - convention approved Annual Operating Budget? \$4,338,585 2018/2019
31. For 2017: What is your board - convention approved Annual Operating Budget? \$4,234,885 2017/2018
32. Do you anticipate receiving the same percentage of Cooperative Program dollars for 2020 as you received this past year? Yes