



STATEMENT OF INCOME+

2020/2021 Projected 2019/2020 Budget 2018/2019 Actual

Cooperative Program	\$3,242,250	\$3,242,250	\$3,246,073
Other Support	\$315,625	\$315,625	\$118,823
Event Related Income	\$414,716	\$414,716	\$441,596
Project & Other Related Revenue	\$328,400	\$328,400	\$209,560
TOTAL INCOME	\$4,300,991	\$4,300,991	\$4,016,052
What Percent was CP of your Total Income	75.38%	75.38%	80.83%

2020/2021 Projected 2019/2020 Budget 2018/2019 Actual

Salaries & Benefits	\$2,775,550	\$2,775,550	\$2,613,381
Travel	\$360,955	\$360,955	\$310,665
Executive Office	\$246,695	\$246,695	\$165,104
Events & Strategic Initiatives	\$504,332	\$504,332	\$489,227
Business & Finance	\$181,618	\$181,618	\$164,940
Communications	\$179,965	\$179,965	\$163,445
Public Policy & Research	\$51,875	\$51,875	\$11,171
TOTAL	\$4,300,991	\$4,300,991	\$3,917,933

OTHER REPORTS AND DECLARATIONS

1. What is your projected contingent reserves for 2021? \$1,069,445
2. What is your projected contingent reserves for 2020? \$1,069,445
3. What was your contingent reserves for 2019? \$1,069,445
4. What is your projected operating reserves in 2021? \$1,063
5. What is your projected operating reserves in 2020? \$1,063
6. What was your operating reserves in 2019? \$1,063
7. Were reserves or other contingent funds used for financing assigned ministries during 2019? 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 2021? \$0
11. Indicate the actual or anticipated financial reserves in endowment funds at the close of 2020? \$0
12. Indicate the actual or anticipated financial reserves in endowment funds at the close of 2019? \$0
13. Indicate the actual or anticipated financial reserves in Other Funds at the close of 2019? \$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 2021? \$0
17. State the anticipated debt at the close of 2020? \$0
18. State the actual debt at the close of 2019? \$0
19. Has debt of any subsidiary corporation been increased? If so, how much? NO, \$0

20. Please list the total amount invested as of September 30, 2019, or the entity's latest fiscal year. Indicate date used. 9/30/2019 \$1,418,179
21. Please list each type of investment and the Book Value of each.
Cash (Truist) - \$343,655
Short Term Fund - Money Market (SBF) - \$1,063
Enhanced Cash (SBF) - \$1,069,445
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 2021, 2020 and 2019? 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 2020? \$2,775,550
25. What is the total number of employees anticipated to be working in Nashville by the end of 2020?
We have 19 full-time employees for the 2019-2020 fiscal year. This includes our Nashville and DC offices, plus two full-time remote employees. This does not include part-time and contract staff.
26. What was the budget that related to personnel (salaries, benefits) for 2019? \$2,677,977 which includes the full time employees mentioned above plus part-time and contract staff and retirees.
27. What was the total number of employees working in Nashville by the end of 2019?
We had 19 full-time employees for the 2018-2019 fiscal year. This included our Nashville and DC offices, plus two full-time remote employees. This did not include part-time and contract staff.
28. Please state below the most recently reported dollar amount of your unrestricted net assets?
\$1,704,672
29. Please state below the reported dollar amount of your unrestricted net assets for 2018? \$1,622,193
30. For 2019: What is your board - convention approved Annual Operating Budget? \$4,300,991
31. For 2018: What is your board - convention approved Annual Operating Budget? \$4,338,585
32. Do you anticipate receiving the same percentage of Cooperative Program dollars for 2021 as you received this past year? YES