



**FISCAL YEAR  
2019-2020**

## **Year-End Report and Financial Communication**

This financial summary of Fiscal Year 2019-2020 (7/1/2019 through 6/30/2020) has been prepared to show detail regarding church offerings received, to where these funds are being designated, and in which ministry areas those offerings are being utilized.

### **Overview of Financial Standing**

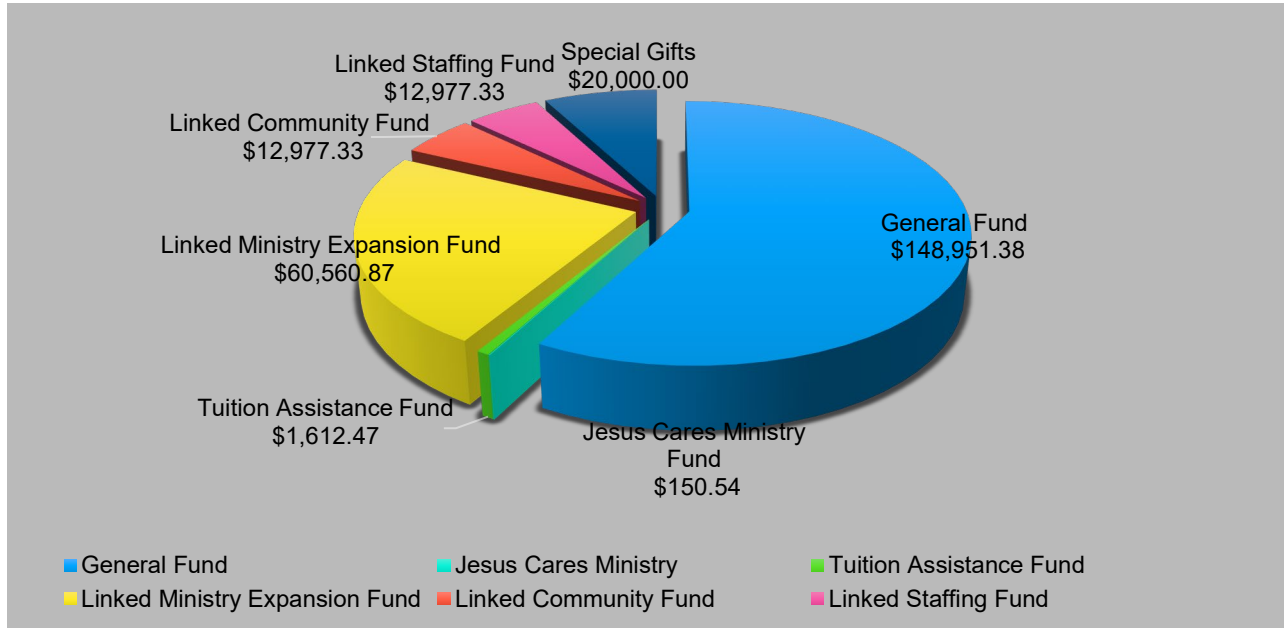
God has graciously blessed Victory of the Lamb with VERY generous offerings. When COVID-19 forced us to offer only online services, and many people faced changes in or termination of employment, it would have been expected to see a sharp decline in offerings. However, Victory saw our online giving increase by 90% from March through June, in addition to those offerings submitted faithfully by mail. Because of you, Victory had a record fiscal Q4 for offerings. Thank you so much for your generosity!

The church is in very good financial standing as we enter a new fiscal year. With your generosity, our General Operating Fund exceeded the amount estimated in the budget by nearly 20% this year. We also worked hard to make sure we were cautious with non-ministry expenditures as the pandemic hit. This left us with an added surplus to the General Fund of over \$45,000. The Leadership Team is discussing how to best put these additional funds to use in our ministry. Please see below for details as to where the offerings came in and how they were used for the last quarter of the year and for the full year.

# Income: Quarter and Fiscal Year

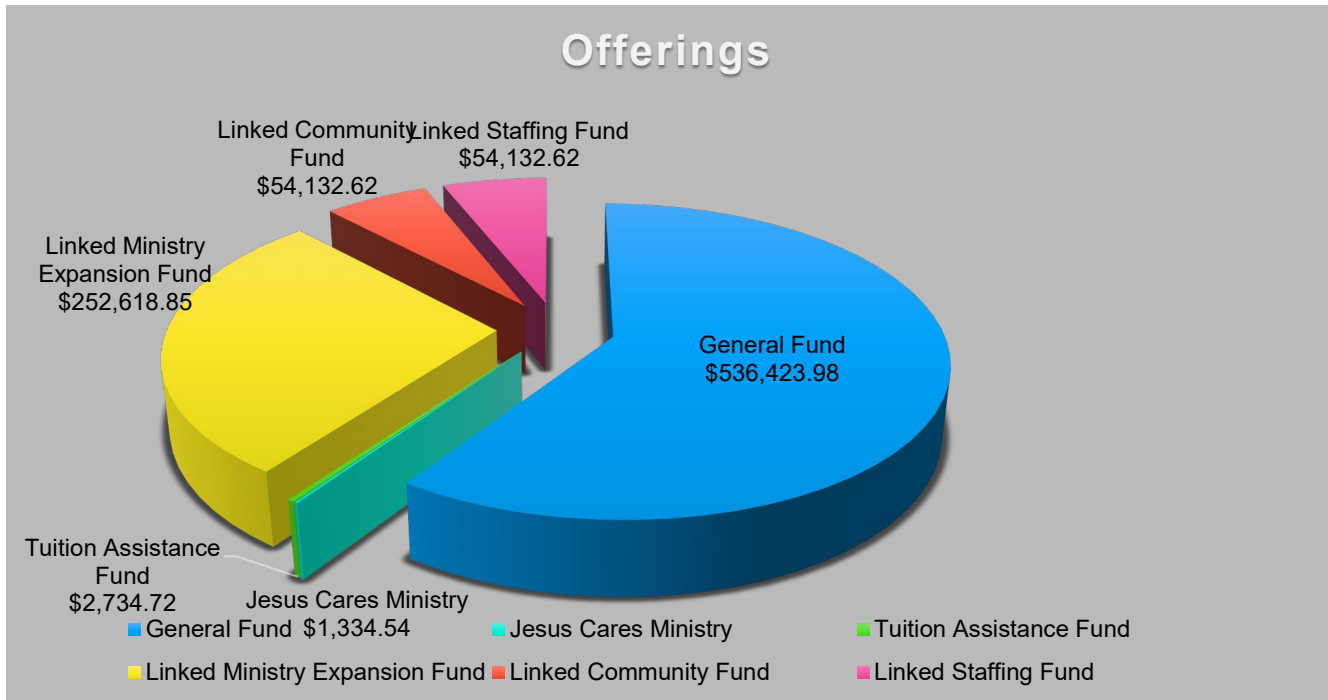
## Quarter 4 Income (4/1/2020 – 6/30/2020)

The graph below details income from offerings given to Victory of the Lamb from 4/1/2020 through 6/30/2020. A description of each offering account is provided at the end of the Income section.



## Fiscal Year Income (7/1/2019 – 6/30/2020)

The graph below details income from offerings given to Victory of the Lamb from 7/1/2019 through 6/30/2020. A description of each offering account is provided at the end of the “Income” section.

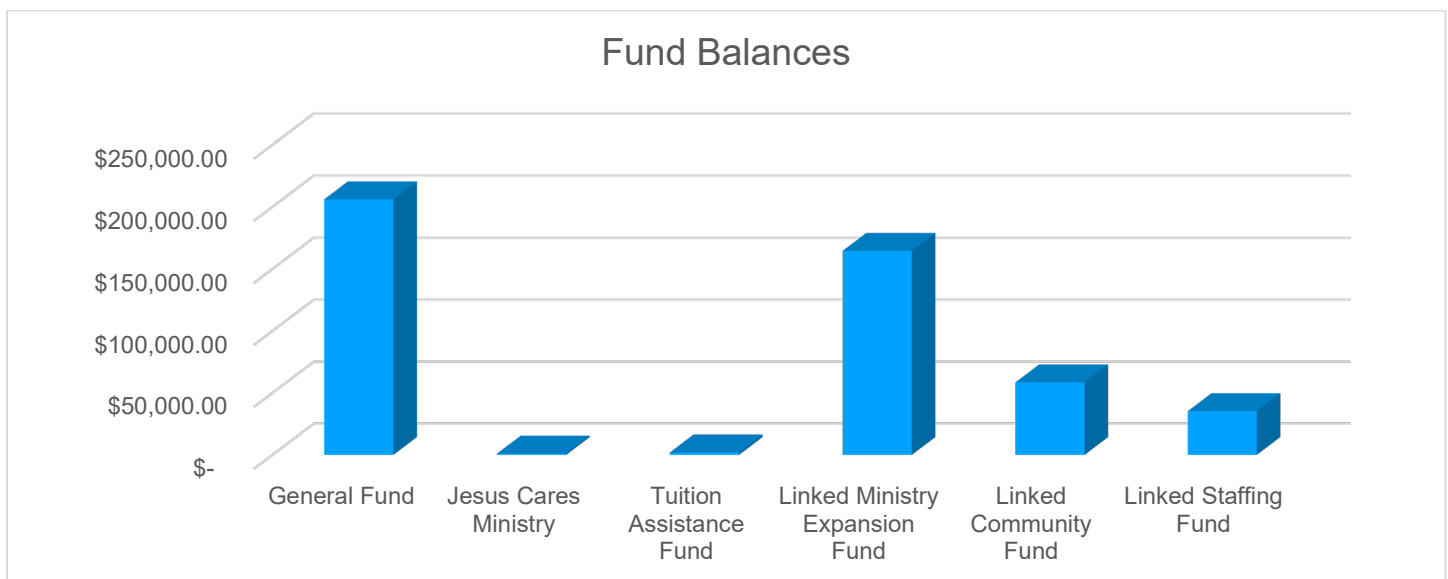


## Explanation of Income Accounts

- **General Fund:** Offerings that are used for the day-to-day operations of the church's different ministry areas, including staff salaries not covered by LINKED.
- **LINKED Contributions – Ministry Expansion:** Offerings that are used to expand the Victory model to other areas by either creating a sister church, planting a new stand-alone church or creating expansion of the Franklin campus if needed. The initial funds will be used to pay down the mortgage in Franklin to create more ministry dollars for use.
- **LINKED Contributions – Community Outreach:** Offering that are used to reach out to the community through supportive ministries and events.
- **LINKED Contributions – Staff:** Offerings that are used to facilitate additional positions to sustain ministry growth. The Office Manager position and the Financial Manager position are funded by these offerings and we are working on adding another part time staff member in the coming months.
- **Operations Jesus Cares:** Offerings for Operation Jesus Cares events such as the yearly Christmas event at Christ/St. Peter School in Milwaukee.
- **Land and Building Fund:** Offerings designated to the maintenance and upkeep of the Ministry Center and parsonages.
- **Tuition Assistance Fund:** Offerings designated for scholarships in Christian Education. This is currently funded by your generous gifts and fully disbursed annually to members that go through an application process.
- **Special Gifts Funds:** Offerings designated for special projects.

## Fund Balances

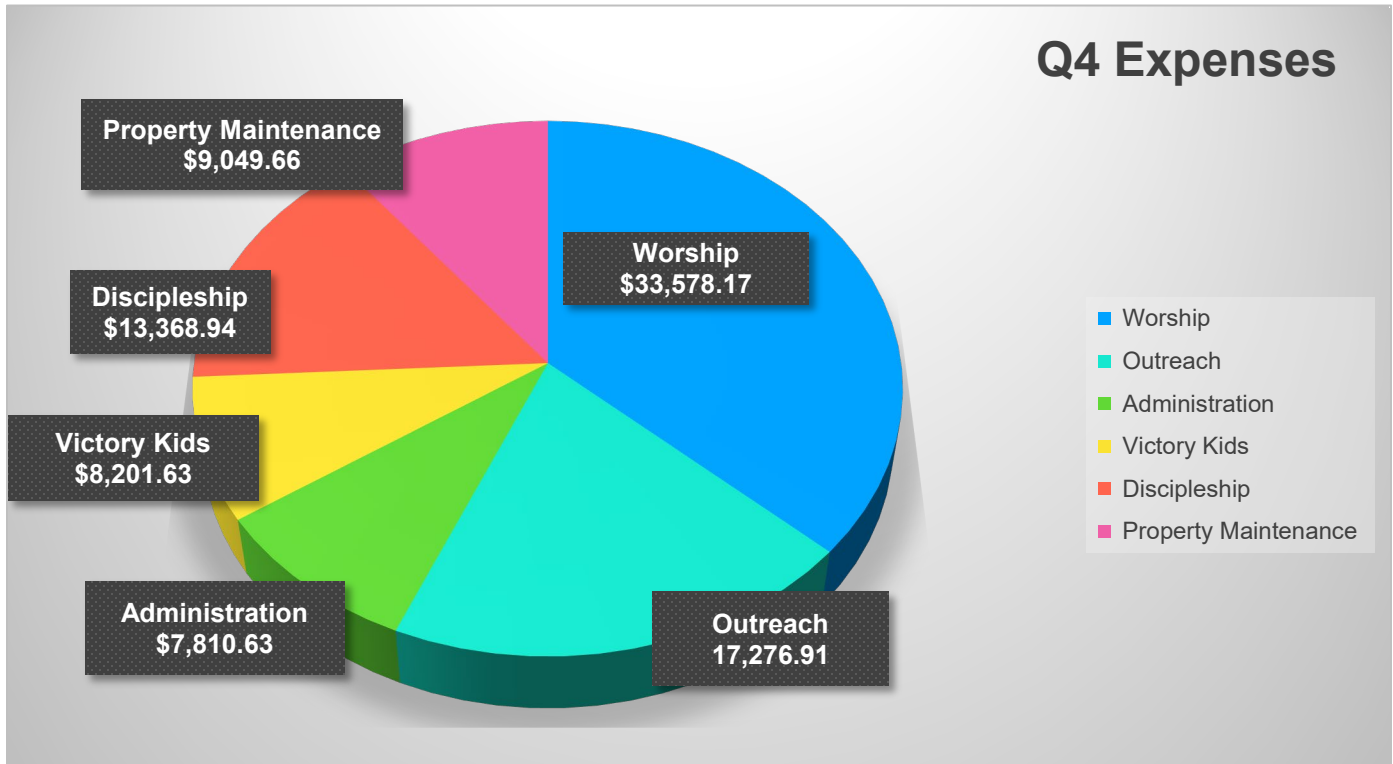
The graph below indicates the cumulative fund balances, as of 6/30/2020. For details and descriptions on these accounts, see the list above.



# Expenses: Quarter and Fiscal Year

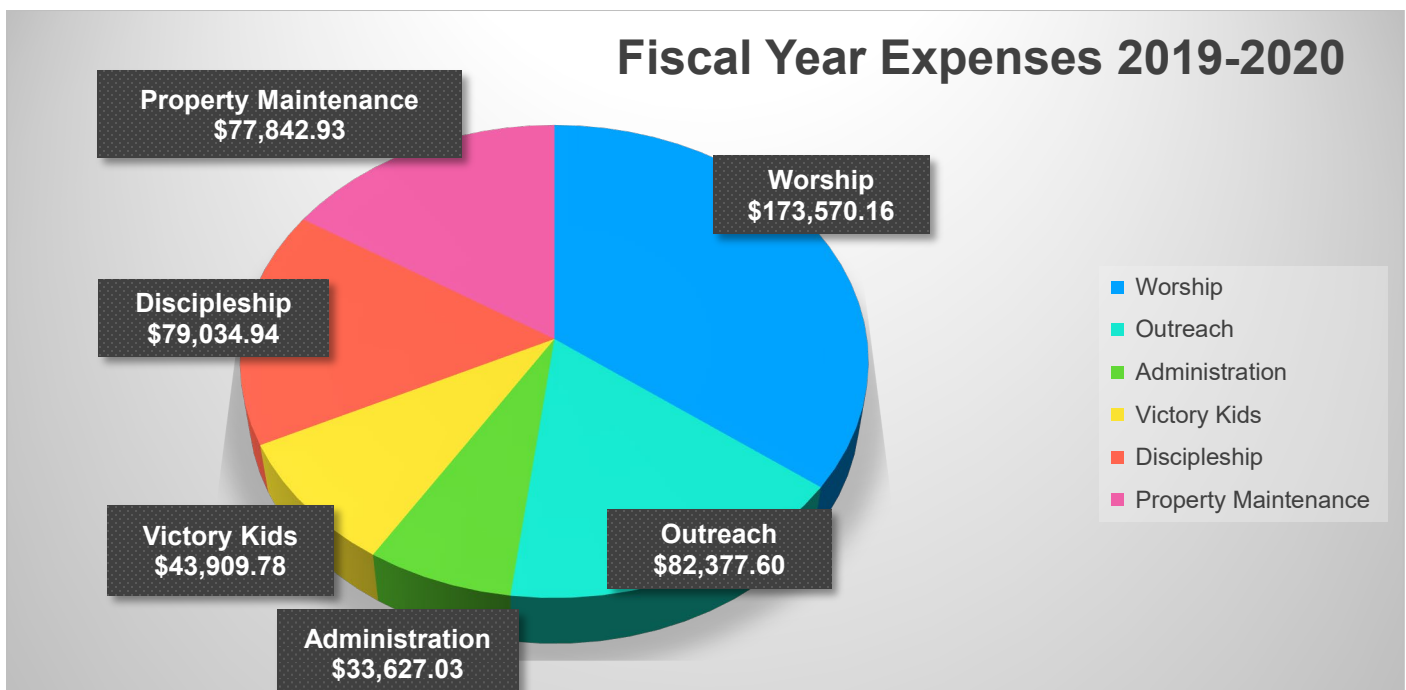
## Expenses Q4 (4/1/2019 – 06/30/2020)

The graph below describes expenses at Victory for Quarter 4 of this fiscal year.



## Expenses Fiscal Year 2019-2020 (7/1/2019 – 6/30/2020)

The graph below describes expenses at Victory for this fiscal year.



## Explanation of Expenses

- **Worship:** Expenses that include items used to facilitate worship, including: Webhosting/Online Streaming and Storage, Visual Arts, and Altar Expenses. A portion of the salaries for the pastors and music coordinator are included in these expenses.
- **Outreach:** Expenses that include items used for Outreach, including: Events, Marketing, and a percentage of the Victory Café. A portion of the salaries for the pastors, communications director and music coordinator are included in these expenses.
- **Discipleship:** Expenses that include items used for Discipleship, including: Adult Bible Study materials and babysitting, Quest Teens, Small Groups materials, and a percentage of Victory Café. A portion of the salaries for the pastors and communication director are included in these expenses.
- **Victory Kids:** Expenses utilized to run Victory Kids, including the salary for the Victory Kids coordinator.
- **Administration:** Expenses that aid in administration, including: Copier Lease, Office Supplies, Postage, Payroll Costs, Insurance, Phone and Security Monitoring. A portion of the salaries for the pastors and communications director are included in these expenses.
- **Property Maintenance:** Expenses that aid in maintaining the properties, including: Fire Suppression Monitoring, Holding Tank Pumping, Cleaning Supplies, Cleaning Service, Waste Removal, Water and Sewer, Snow Plowing, Landscaping services, Utilities, General Maintenance, and Repairs.
- **Debt Reduction:** Expenses to pay down the mortgage on the Ministry Center and Plainsview Parsonage. This was paid through the Land & Building Fund, as well as remaining funds in the More Than Bricks campaign and funds in the LINKED: Ministry Expansion funds.

## Ministry Information for FY 2019-2020

### Membership

At the start of Fiscal Year 2019-2020, membership at Victory was 521 members. As of June 30, 2020, membership stands at 626 members.

### Attendance

Average weekly attendance (in-person and online) was 387 as of July 2019. As of July 2020, average weekly attendance (in-person and online) is 460.\*\* This increase in attendance is even during the time where we were online-only for worship.

\*\*NOTE: Online numbers assume one person per IP address recorded in our streaming program unless otherwise reported by the viewer; research by Barna Group and other research organizations indicate that churches can assume 2.4 viewers per IP address.

### Staffing

Pastor Ben officially started before the fiscal year, but he quickly become acclimated as Victory welcomed him and his family into their hearts and homes. As part of the LINKED campaign, we changed some of our staffing arrangements by making the Communications Director position full-time, hiring Kari Nimmer as our new Office Manager, and hiring Laura Bulanek in a new position of Financial Manager. These staffing changes allow the pastors to focus on their ministry while the business of the church continues to run smoothly.

## Outreach

Victory's mission is to *reach today's people with Christ's victory*. Each year, we plan several opportunities to share Jesus with our community. Here is a summary of the events from this fiscal year.

- In July 2019, we hosted the 12<sup>th</sup> annual Soccer Camp at Polonia Soccer Club. The 170 children who attended this camp got to learn about Jesus and soccer while having a great time! We also hosted a cookout for the campers and their families at the end of camp.
- In December 2019, we coordinated Jingle Jam at the ministry center. We had 266 people attend this event, with many of these being first-time guests to Victory. While at the event, participants took photos, enjoyed music and fun, and heard about Jesus' birth and their salvation.
- In preparation for our Christmas Eve worship services, we ran advertisements on social media and printed materials for our attenders to invite friends and family to worship. We had over 850 people attend our Christmas at Victory services, with many of these being first-time guests.
- When Easter became an online-only event, we encouraged our attenders to invite friends and family to watch with them online and ran advertisements for online worship. We recorded 821 unique IP addresses logging in for these services, meaning that potentially over 1,000 people viewed an Easter at Victory worship service.

## Discipleship

As we work to reach more people with Jesus' love, we also want to help those in our congregation grow in their faith and relationship with Christ, as well as grow closer to one another as fellow believers. Here are a few opportunities we have provided during this fiscal year:

- *Path to Victory*: During the last year, Pastor Bill and Pastor Ben have worked together to leave four rounds of our Path to Victory courses. These courses help those new to Victory to understand the basic principles of the Bible and what Jesus means in their lives.
- *Small Groups*: Pastor Ben led approximately a dozen small groups and their leaders to grow closer to one another and Christ through our small group ministries. Even during the pandemic, many of these groups touched base and met virtually.
- *Mentorship Program*: Last August, Pastor Ben started the Men's Mentoring Group. Just over a dozen men participated in this opportunity in which they got to know one another, held each other accountable for growing in their faith, and built leadership skills.
- *Biblical Storyline Plan and Lectures*: In January, Pastor Ben led the initiative to encourage our members and attenders to dig into their Bibles with a year-long Bible reading plan on YouVersion. In addition to the pastoral support the participants receive within the YouVersion plan, Victory has hosted monthly lectures on topics related to this reading plan.
- *COVID-19 Check-In Calls*: During the Safer-At-Home order, each member and attender of our congregation received at least two phone calls from volunteers to check on their physical and spiritual well-being, as well as assess needs of each family. These check-ins were well-received and helped Victory grow closer as a community.
- *Online Bible Studies*: Pastor Bill and Pastor Ben have both hosted Bible study series on a variety of topics through Zoom and Facebook. These Bible studies have supported people in growing in their faith during the challenges of the last six months.

## Community Events

Victory strives to be an indispensable part of our community, both in Franklin and beyond. Each year, we host various events and partner with community organizations to meet needs in our community.

Here is a summary of how Victory has served our community during this fiscal year:

- Starting in July 2019, we hosted five blood drives for Versiti. Throughout these drives, we had almost 100 people donate blood to save or prolong the lives of Milwaukee area patients.
- In September 2019, we used LINKED funds to purchase lunch for the crew of builders at the Milwaukee Habitat for Humanity build site.
- To start the school year in September, we provided \$5 Starbucks gift cards to all staff members at Country Dale School in Franklin.
- Starting in October through March, we hosted monthly meetings for Love Thy Neighbor, a local organization that supports seniors and helps them safely remain in their homes.
- At the end of October, we hosted a Fall Festival & Classic Car Show at the Ministry Center. We had over two dozen vehicles and over a hundred people attend the event.
- We participated in the Franklin City-Wide Trunk-or-Treat at the end of October 2019.
- Along with St. Jacobi and Christ/St. Peter School, we participated in Operation Jesus Cares at the end of December. We funded and provided volunteers for this event, which involves children at Christ/St. Peter School delivering care packages and meals to their neighbors.
- We worked with a dozen area churches for Mobilize MKE, in which we helped collect over 15,000 pounds of food for those in need in the Milwaukee area.
- Throughout the Safer-At-Home order, we provided grocery gift cards to those in our community who requested financial assistance.

## **Additional Financial Considerations for FY 2019-2020**

### **Ministry Expansion/Debt Reduction**

The LINKED Campaign started in the beginning of Calendar Year 2019. Since then, we have been able to pay down the current mortgage by \$268,936.93.

### **Special Gifts**

Due to the generosity of an anonymous member at the end of the fiscal year, we have funding to make several technology upgrades that will allow us to better serve you and our community for worship and other online platforms. Some of the items purchased or planned to be purchased with this special gift include: camera, microphone, and equipment for use to film videos for church; wireless equipment for the band to improve the aesthetics of the stage; AV equipment for pastors to improve the quality of their online ministries; and upgraded equipment for our live streamed services and events.

### **Building and Grounds**

- The water line to the end of the property on Loomis Road was completed in Summer 2020.
- The additional office to support needed space for new staff and privacy/confidentiality for Pastor Ben was completed in late Winter 2020.
- Due to parking issues prior to COVID-19 (specifically on holidays and 9:00am Sunday services), we signed a contract to expand the parking lot. The Leadership Team has decided to continue with this project; however, it is on hold as we re-survey the land per regulations from the City of Franklin. We are exploring the maximum expansion based on our acreage and wetland delineations. The project will still be completed this calendar year if possible; otherwise, it will get delayed to Spring 2021.

## **Online Giving**

Victory is very blessed and extremely thankful to receive every offering, given any way, no matter the size. As a service to our givers, we started using online giving several years ago, and we have seen a steady increase in use of online giving. In 2019, 110 families gave online with 70 of these families scheduling recurring gifts. As of the end of June 2020, we have 199 families who have given online with 104 families giving recurring gifts.

Although we have in-person services again, we encourage you to continue to give online or switch to online giving if you can. Online gifts reduce the time it takes our volunteers and staff to count, deposit, and reconcile our accounts, as well as the amount of contact they need to have with one another during a time of social distancing.

If you give online using a credit or debit card, you may consider switching to an ACH transaction instead. The fees are lower for an ACH transaction (\$.25 for ACH donations versus 2.7% of the transaction for credit/debit card donations), so switching to an ACH transaction saves money for Victory or you, depending on how you elect to pay the transaction fee. If you want or need help converting, please reach out to Laura Bulanek, our Financial Manager.

## **Summary**

God's grace and your generous gifts support everything that happens at Victory, both online and in-person. In order to continue to reach people during the pandemic, we have been able to purchase additional audio-visual equipment and have worship, Bible studies, classes, and counseling using remote access tools. We have also been using our gifts to help those in need of assistance due to COVID-19. Thank you for your continued support as we share the Gospel with our local and global community.