



*Helping people and parishes discover and live their stewardship callings so that they may have a good account before the awesome judgment seat of Christ*

[www.stewardshipcalling.com](http://www.stewardshipcalling.com)

## **PARISH FINANCIAL STEWARDSHIP ANALYSIS (FSA)**

### **WHY**

Each of us are called to best be the best stewards over everything given to us so that we may have a “good account before the awesome judgment seat of Christ.” In addition to that personal stewardship responsibility, leaders of a church have an even greater responsibility to similarly be the best stewards they can be over everything entrusted by the faithful to their parish.

### **The Challenge**

Most parishes have detailed financial statements; however, it is easy to get lost in the minutia and details or particular line items and miss the big picture from a financial stewardship perspective. Moreover, without knowing what are the key performance indicators (KPIs), most relevant metrics that define success and applicable performance comparisons, parish leadership is often less clear about what they are reviewing or what the numbers really mean.

Parishes often focus on less relevant metrics (e.g., average pledges, percentage of budget raised) and may not have a good handle on more accurate metrics of what is most important from a financial stewardship perspective and what all the data means. Finally, without a frame of reference of how you are doing in comparison to what’s good or bad, or other churches, it may be hard to know whether your most relevant results are decent and trending positively or the alternative.

### **A Solution – The Stewardship Calling Financial Stewardship Analysis**

The Stewardship Calling Financial Stewardship Analysis (FSA) was developed over the last 20 years and has been used by well over 275 Orthodox parishes in the United States to provide great financial stewardship insights. It was developed using best stewardship practices and financial analytics, all adapted for Orthodox churches.

The FSA can provide a parish a detailed financial analysis that is benchmarked against the norms of the other Orthodox parishes and other Christian church standards. Moreover, it is as confidential as you wish to make it and no results are

shared with the parish's jurisdiction or other superior organizations. All multi-parish data is fully anonymized.

Perhaps most importantly to parishes, the FSA is offered totally **FREE** of any charge or cost by the Stewardship Calling ministry ([www.stewardshipcalling.com](http://www.stewardshipcalling.com)). There are no strings attached, and no pre-conditions or commitments of any kind.

## **What You Need To Provide To Start An FSA**

1. Excel spreadsheets of the last three (or at least two) **full** years of income and expense statements.
2. Excel spreadsheets of the last three (or at least two) **full** years showing all of the total stewardship contributions of all stewards with each steward's total annual contribution listed on a separate row from lowest to highest (or vice reverse). No names or other personally identifiable information should be included.

The above need to be provided in EXCEL spreadsheet format, and not pdfs, to allow for the FSA moving of the line items into the revised categories and the proper calculations. The email address of someone who can answer detailed questions is also needed.

## **What You Get In Return**

There are two physical FSA deliverables and one personal deliverable. You will receive:

1. An FSA Excel P&L spreadsheet with:
  - (a) all of your financial P&L information resorted into the relevant 3 categories of income and 3 categories of expense;
  - (b) a numerical donor concentration analysis;
  - (c) a financial summary dashboard of relevant metrics and comparisons.
2. A multi slide PowerPoint summary analysis that tells your parish leadership the most critical things they need to know from a financial stewardship perspective measured against relevant metrics, as well as a clear highlighting of the most critical financial stewardship challenges on which the parish could focus.
3. A one-hour (or more if you wish) video ZOOM presentation to your entire parish council and stewardship committee (and anyone else you wish to invite) that will recap the highlights of all of this data and share with you a personal diagnosis of some critical issues and solutions to address them. You will also have as much time as you wish for Q&A.

The above FSA includes a whole host of metrics and data, and some of the most critical financial stewardship dashboard items recommended by the Stewardship Calling ministry, including:

(a) what percentage of your total operating expenses are paid by direct financial stewardship;

(b) what percentage of your total operating expenses are paid by strangers without whom your parish could not function like it does;

(c) a proxy tithe analysis to suggest how close you are to being a tithing parish;

(d) what is your donor concentration, and how much of a donor concentration problem do you have;

(e) what is your median giving (a more relevant measure) and what percentage is your median of your mean level of giving;

(f) what percentage of your budget is spent on parish chosen charities and ministries;

(g) several other analytics regarding your income and expenses.

And for all of the above, you will also get an analysis that shows how each of your parish's most relevant percentages compare to the over 275 other Orthodox parishes for which Stewardship Calling has performed an FSA.

## What's Next

Any parish wishing to proceed with a free FSA, or which has further questions, should contact Bill Marianes of Stewardship Calling ministries at: [bill@stewardshipcalling.com](mailto:bill@stewardshipcalling.com).



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