Preparing & Presenting a Narrative Budget
What We Will Cover Tonight

- What is a narrative budget?
- Why prepare one?
- How to prepare one
- Examples
  - The full version example
  - Simple message examples
  - The pep-talk example
- Summary - Challenges/Benefits



BACKGROUND

Mark Stunder

- **Elder**
- **Member of a New Worshipping Community (NWC). Creekside Church, Clarksburg, MD**
- **Chair, National Capital Presbytery (NCP) Budget & Finance Committee**
  - **100 churches. DC, Central MD, Northern VA, 21,000 members**
- **Meteorologist – Have forecasted worldwide**
  - **BTW- a LOT of weather in the Bible!**



Narrative Budget –What Is It?

A narrative budget helps commissioners understand *where the presbytery is going* and *how resources support the journey*

- **It's a presentation that describes:**
  - The Presbytery budget items/programs (*all, or a focused few*)
  - The Presbytery budget process and reasoning
  - Something you want to point out to commissioners
  - Many variations of the above
- **Live presentation works best (IMO)**
  - PowerPoint
- **Can be a document**



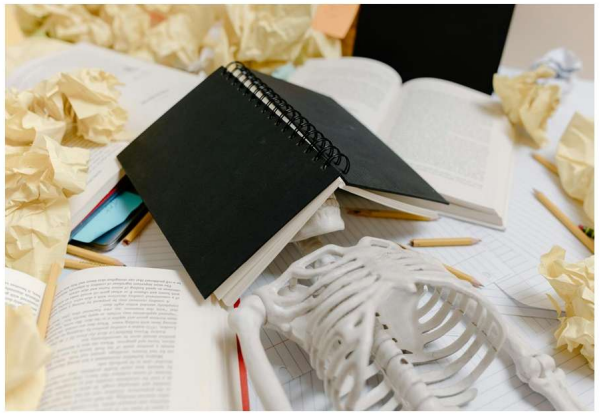
Why Prepare a Narrative Budget?

- **Presbytery Narrative Budget**
  - **It's another witness of the love of Jesus in action**
  - **Be proud to talk about and explain the work of the Lord!**
  - **It's <u>all</u> commissioners responsibility. Not a committee or a Council but <u>all</u> commissioners.**
  - **It's the churches money**
- **Can promote Presbytery efforts**
  - ***"Hey, Pastor, Presbytery is doing this, why don't we participate"***
- **Can create new ideas/efforts**
  - ***"I was thinking of this new idea for us based on what I saw Presbytery fund"***



Why Prepare a Narrative Budget?

- Let's face it… Presbytery meetings can be boring!
- *… especially budget*
- People are burned out just getting there
- People work on other stuff
- People doodle
- People leave- hold conversations in the back
- People snore/sleep





The Ultimate Why is…

- It "de-technicalizes" the budget without dumbing it down
- It gives commissioners a shared mental model
- It creates emotional resonance. Budgets are not spreadsheets

- You have a **GREAT** opportunity to make things easy to understand and <u>relatable!</u>
- Jesus did this all the time
  - Parables
  - Nature's imagery
  - Culture



How to Prepare a Narrative Budget Presentation

- **PRAY**
  - **Ask the Lord for help figuring out what to say and how to say it**
- **Set your objective(s)**
  - **Start with the end in mind…**
  - **The whole works?**
  - **A specific item/concern?**
- **Know yourself**
  - **What are you comfortable saying?**
  - **What imagery, metaphor can you use?**
  - **What will resonate with commissioners/Councils**
- **Consider a duo or trio presentation**
- **Prepare and practice**



A "How To" Checklist

- ✓ **ALWAYS start with a Thank You**
- ✓ **Define your committees' role**
- ✓ **Then launch into the story, not the spreadsheets**
- ✓ **Use one strong metaphor**
- ✓ **Show movement, not just numbers**
- ✓ **Translate dollars into real-world impact**
- ✓ **Keep language plain and simple**
- ✓ **Be transparent about budget constraints and choices (e.g. *the bad stuff*)**
- ✓ **Give commissioners images or sentences to remember**
- ✓ **Close with hope and invitation!**



First Slide

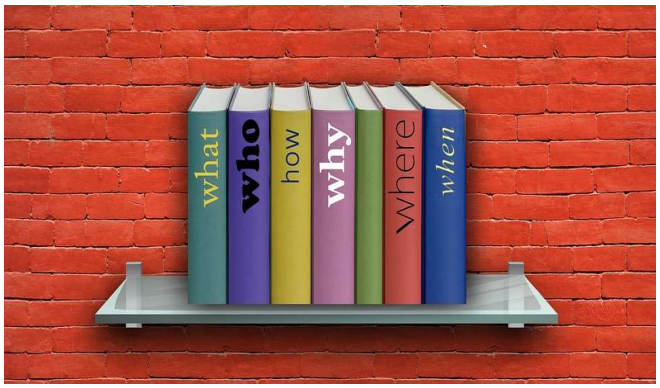


What your committee does

What Does The Budget and Finance Committee Do?



- Monitor the financial radar
- Advise on current budgets



- Prepare and present upcoming FY budgets
- Advise on how upcoming FY budgets can be funded



- Long-Term Budget Planning

Example of the Whole Thing

Today We Become…

Hydrologists & Meteorologists





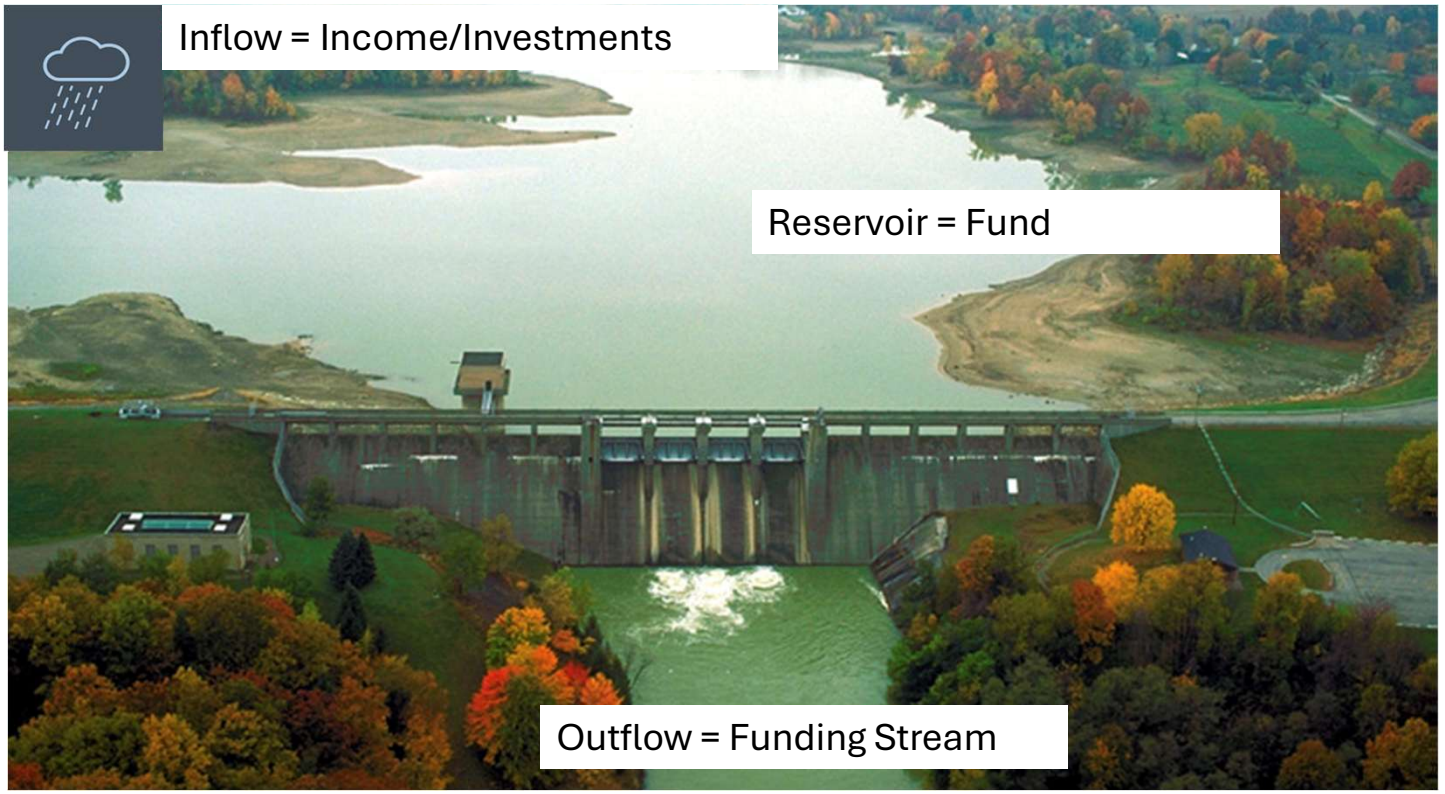
Concepts of Hydrology and Presbytery Budgets

Hydrology	Presbytery
Reservoir ***(Named… Like Lake Mead)***	A Fund *(Named… Like "Resurrection Fund")*
Stream (River) *(Flowing out of a reservoir)*	Dollars flowing out of a fund to the budget: **"Funding Stream"**
Rain	Replenishing Money: • Income (like Per Capita, Unified Giving) • Investments

Concepts of Hydrology and Presbytery Budgets

Hydrology	Presbytery
Draw: How much water is available to be drawn from the reservoir	How much a fund has potentially available this year to send out
The Dam: Regulates how much water really leaves the reservoir	Budget & Finance >> Council>> Presbytery
Release: How much water is actually sent downstream via the dam to meet the needs	The amount coming out of a fund to meet the needs

Reservoirs, Streams, Rain



Two Ways Operating Budget is Funded



Via Per Capita

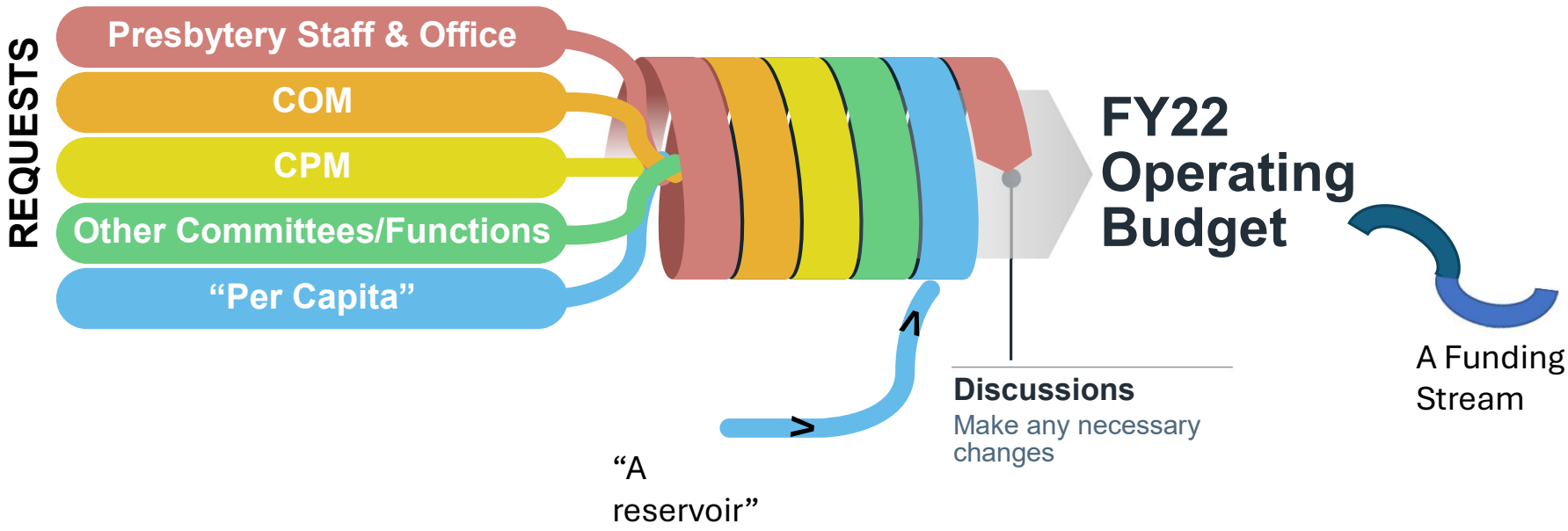
"Rain"



Via "The Office Fund"

A Reservoir to a Funding Stream

How The Operating Budget Is Created



The Office Fund (Reservoir)

- **Origin of Reservoir**
  -Sale of River Road Pres. Church, early 2000's. Prior home of NCP offices

- **Purpose of Reservoir**
  -Provide support to office and related needs within operating budget

- **Level of Reservoir**
  ~$640K at end of FY17

Levels Dropping…

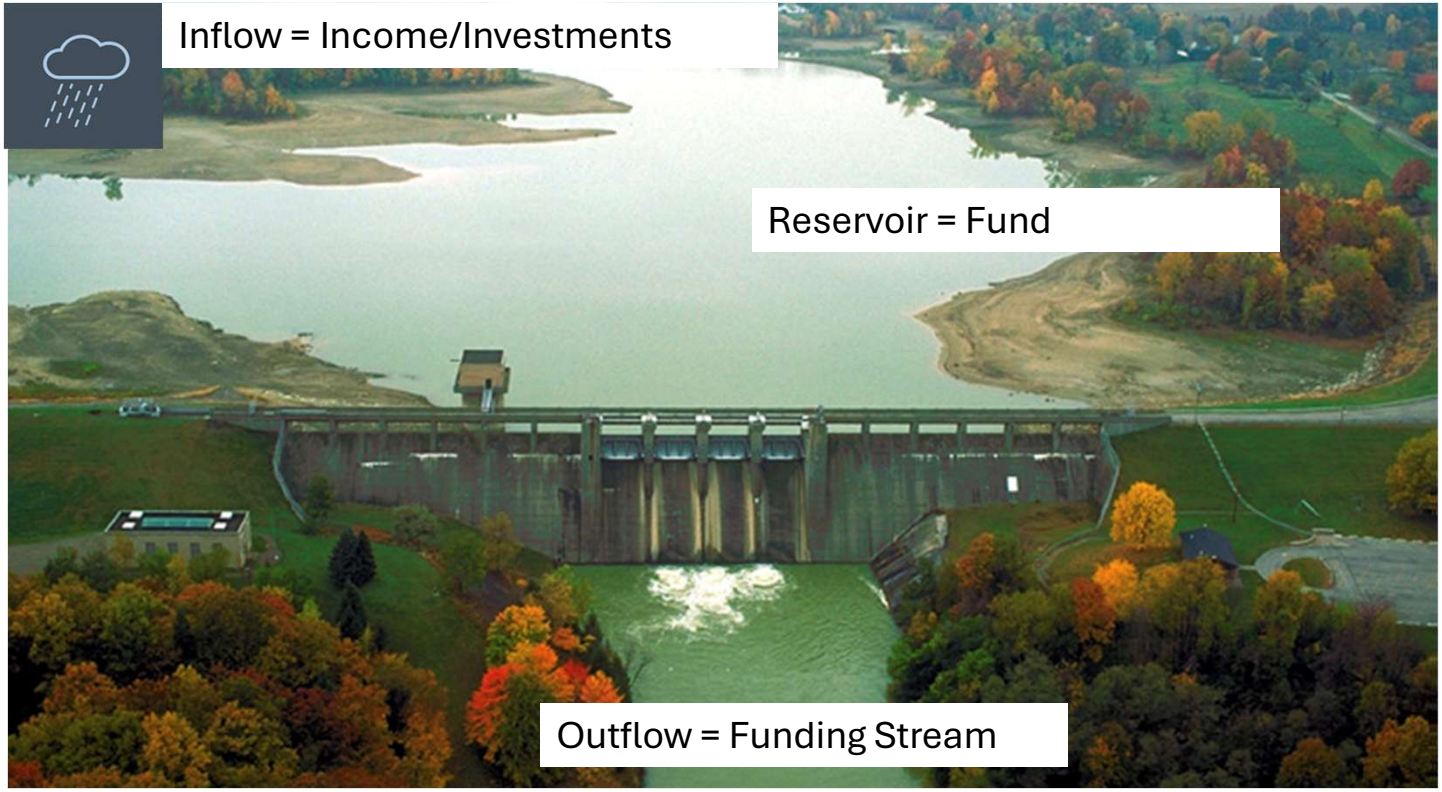
Working on solutions… likely coming to future NCP meeting

Lake Powell, Utah



- **Hypothetically, over the last 4 years: Impact without the fund would have been a ~ $4-$5 rise in per capita**

Reservoirs, Streams, Rain



The Mission Budget is Funded in Two Main Ways

(But with many reservoirs providing funding streams)



Via Unified Giving

"Rain"



Via <u>Many</u> Reservoirs

Reservoirs to Funding Streams

Many Reservoirs Provide Flow into the Mission Budget to Meet Initiatives



- Resurrection Fund
- DC Resurrection Fund
- Next Blessings Fund
- New Church Development Fund
- Hispanic Ministry Fund
- Reserve Mission Fund

RESURRECTION FUND

- **Origin of Reservoir**

  -Sale of 2nd Alexandria, VA & Central DC Church, early 2000's

- **Two Pools in this Reservoir**

  -Regular Fund

  -DC Resurrection Fund

- **Purpose of Reservoir**

  -Provide support to church development/redevelopment, mission type programs

- **Replenishment**

  -Investments & Church Closures



Levels: $2.16M **Regular** $ 853k **DC**

New Church Development Fund

- **Origin of Reservoir**
  - Sale of 2nd Alexandria early 2000's
- **Purpose of Reservoir**
  - New church development and related activities
- **Level of Reservoir**

  $1.2M
- **Replenishment**

  Investments



Reserve Mission Fund
"An Emergency Supply Reservoir"

- **Purpose of Reservoir**

  -Inject funds into the mission budget as needed

- **Level in Reservoir**

  - Unrestricted: $312k

  - Restricted: $150k



Pastor Parish Retreat Fund
A Small New Pond and Stream



- ***Source:*** **Trinity-Bethesda Closure Proceeds**
- **Size: About $75k**

About $19k expenditure in early FY18 for *"Calming the Waves"* retreat for pastors and spouses

River Diversion: NCP vs GA Portion of Mission Budget



85%

NCP Portion

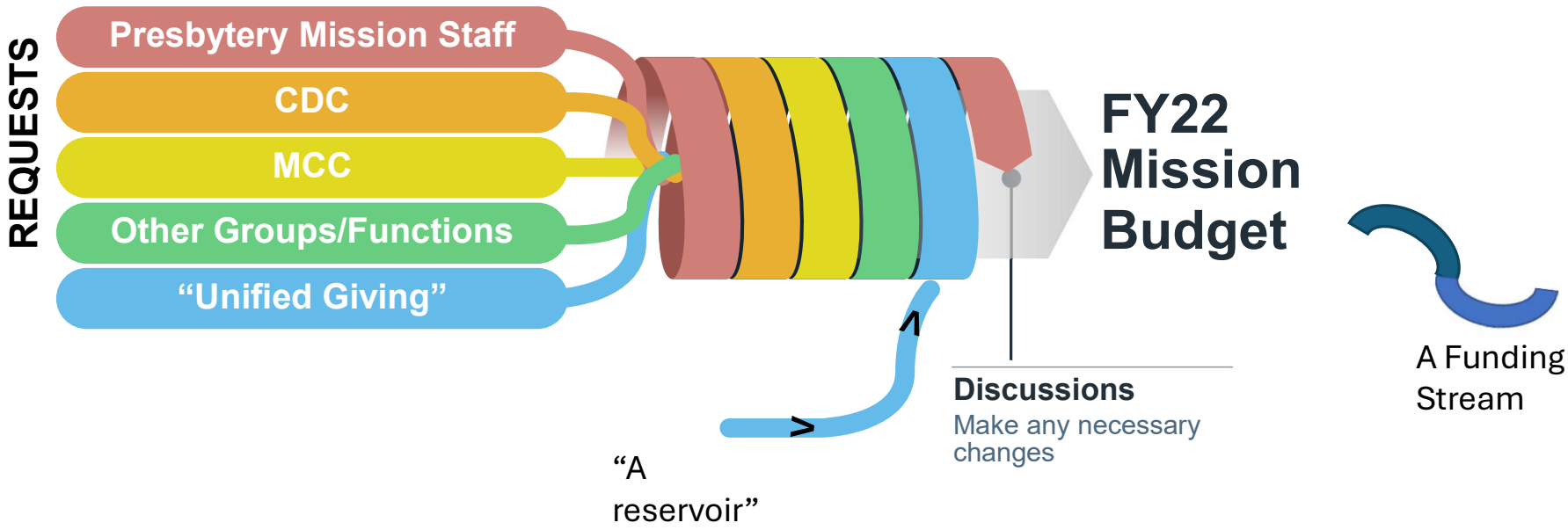
- Mission Committees
- Mission Staffing

GA Portion

- GA Related Mission Activities

15%

How The Mission Budget Is Created



Water Flows Into the NCP Fields of Ministry Where Good Things Happen

End with a pitch or something you want people to remember




Jesus said to his Disciples:
“The Harvest is Plentiful But the Workers Are Few”
End with a pitch or something you want people to remember
Join an NCP Committee Today!

Let's Talk Snow !





Snow in the Bible (not all shown)

- **Though your sins are like scarlet, they shall be as white as snow (Is 1:18)**
- **He gives snow like wool; He scatters the frost like ashes (Ps147:16)**
- **…the storehouses of snow… (Job 38)**
- **Jesus' snow colored robes (Rev 1:14)**



Snow used as symbols for purity, cleansing, power of God.

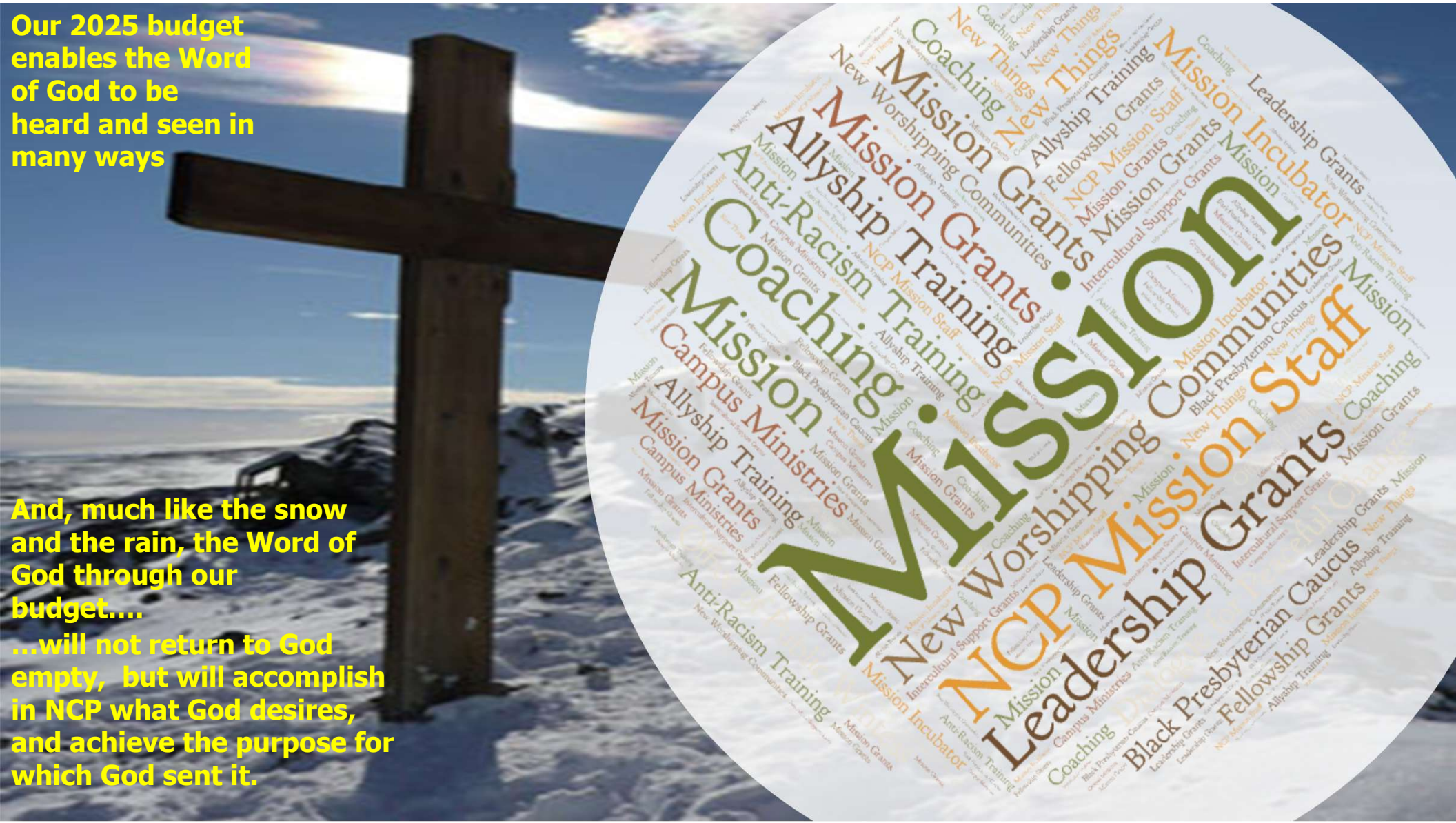


Isaiah 55: 10-11

10 As the rain and the snow
come down from heaven,
and do not return to it
without watering the earth
and making it bud and flourish,
so that it yields seed for the
sower and bread for the eater,

11 so is my word that goes out
from my mouth:
It will not return to me
empty, but will accomplish
what I desire
and achieve the purpose for
which I sent it.

Snow is a symbol of the power of God's word


Our 2025 budget enables the Word of God to be heard and seen in many ways
And, much like the snow and the rain, the Word of God through our budget….
…will not return to God empty, but will accomplish in NCP what God desires, and achieve the purpose for which God sent it.
Mission
Leadership Grants
NCP Mission Staff
New Worshipping Communities
Coaching
Mission Grants
Allyship Training
Anti-Racism Training
Campus Ministries
Black Presbyterian Caucus
Fellowship Grants
Mission Incubator
New Things
Intercultural Support Grants

Simple Special Message Examples

National Capital Presbytery



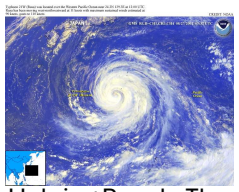






Engage! Boldy Going Out There.....

Having Fun



Helping People Through the Storm





Running the Good Race



Searching for the lost



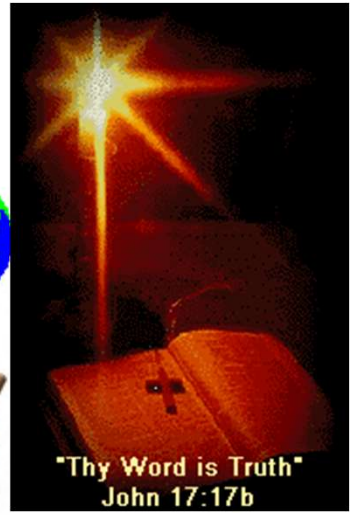
Receiving the Holy Spirit



Connecting



Mission



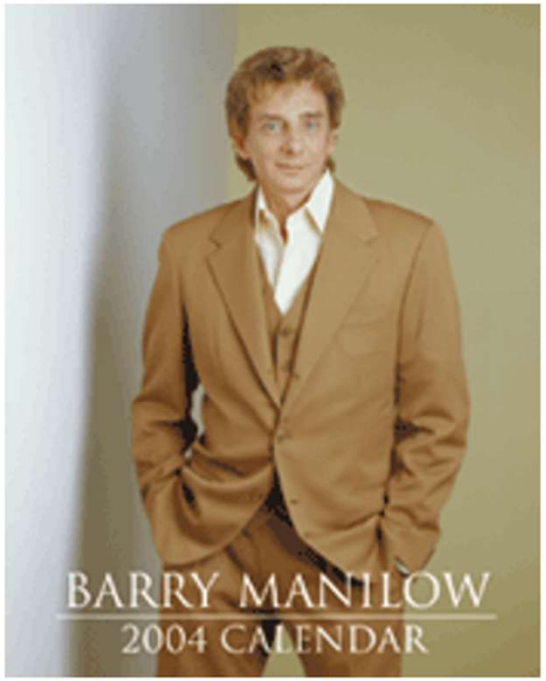
B&F Committee Concern

We Cannot Effectively Forecast Unified Giving for FY21 -- Why???



Council: (We) Made It Through The Rain

Even Barry Uses Fear



'Cause when I chased my fears away
That's when I knew that I could finally say

I made it through the rain
I kept my world protected
I made it through the rain
I kept my point of view
I made it through the rain
And found myself respected
By the others who
Got rained on too

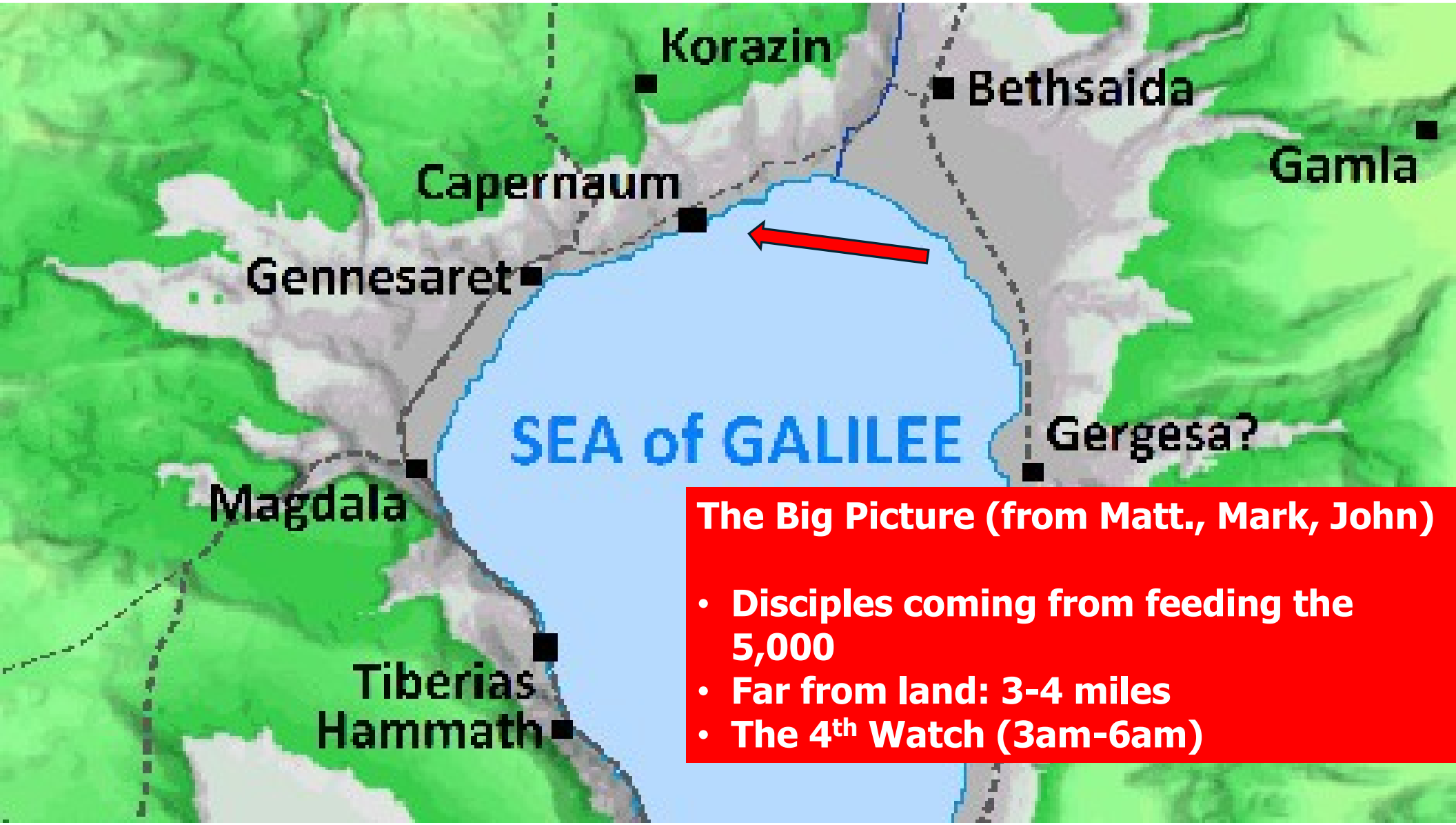
Pep Talk Example

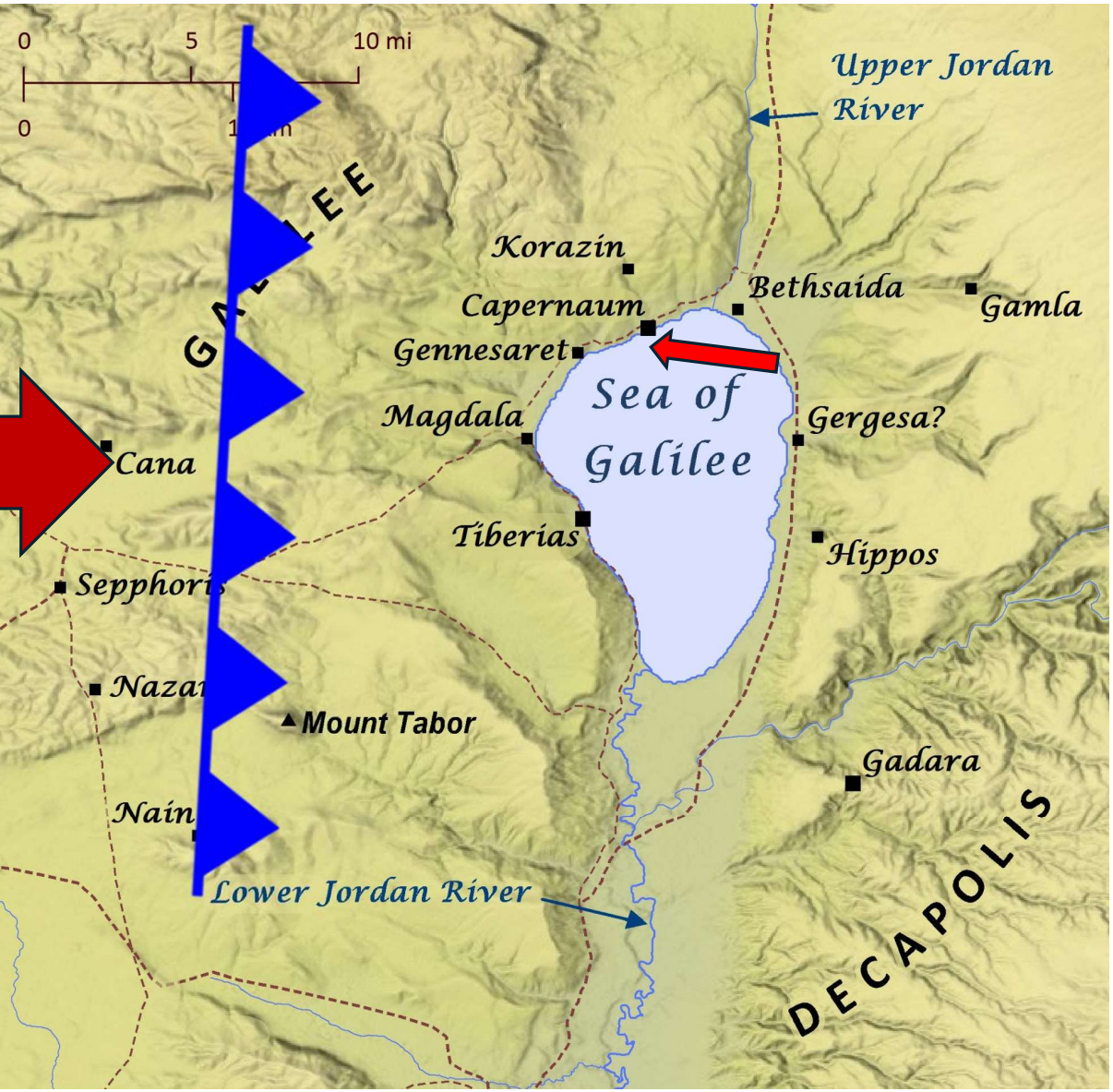

“RIDING THE WAVES”


1622
youtube.co

A BIBLE "STORM STORY"

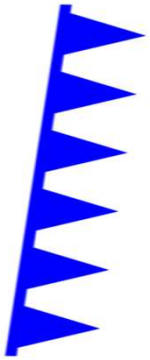



Korazin
Bethsaida
Gamla
Capernaum
Gennesaret
SEA of GALILEE
Gergesa?
Magdala
Tiberias
Hammath
The Big Picture (from Matt., Mark, John)
• Disciples coming from feeding the 5,000
• Far from land: 3-4 miles
• The 4th Watch (3am-6am)



"THE METEOROLOGY"

- No mention of rain or thunder
- Just a high wind… A "contrary wind"
- Since disciples were heading generally westward, a west wind was howling. (Wind toward bow of boat)
- Waves need wind and "fetch" (sea length) to generate
- Northern Sea of Galilee: Shallow = high waves
- Therefore, the disciples couldn't really sail forward (4th watch: 3a-6a)



- "The science": A cold frontal passage with westerly winds behind it creating huge waves

We know the story…




What Waves Does A Church Face?
Declining Giving
Budget
Never done that
Change
A Church
Membership Decline
Are We Relevant?
Fear
The Unknown



Ride The Waves

Faith Requires Focus

- **Focus on Jesus, NOT the waves**
- **Not easy to do when the waves get high**

Jesus Is Always Near

-No matter how overwhelming the waves, we are never beyond Jesus' reach

We Are The Leaders

- No one said it would be easy when we had the hands placed on us
- Pray intentionally as a Session at your table, up front, after worship


Church: We will see good weather again if we stay focused on Jesus



Challenges and Benefits

- **Challenges**
  - **Getting Presbytery meeting floor time**
  - **This may "seem different" to your Council**
  - **Focusing on your message. "Keep the end in mind"**
  - **Your own fears! (Remember Moses..)**
- **Benefits**
  - **Many!**
  - **Easily Understood Budget**
  - **Commissioners CARE about the budget and are interested**

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