

## Stewardship & Development Quarterly Staff Group Report

To: The Board of Trustees of the Unitarian Universalist Association

From: Terry Sweetser, Vice President of Stewardship and Development

Date: September 17, 2007

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### Closing out FY 2007

- Total fundraising for unrestricted income for FY 2007 was \$9,052,106
- Total cost per dollar raised for unrestricted income: 9 ½ ¢
- An additional \$ 3,818,917 was received in FY 2007 for restricted gifts.

<b>Unrestricted Income</b>	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>
Annual Program Fund	6,717,684	6,785,083	67,399
Friends of the UUA	1,600,000	1,564,176	(35,824)
Unrestricted Gifts	0	277,846	277,846
Legacy Gifts	425,000	425,000	0
<b>Subtotal Funds Raised</b>	<b>8,742,684</b>	<b>9,052,106</b>	<b>309,422</b>
<i>Gulf Coast funds distributed to UUSC</i>		<i>(114,965)</i>	
<b>Subtotal Unrestricted Income</b>	<b>8,742,684</b>	<b>8,937,141</b>	<b>194,457</b>
<b>Expenses</b>			
Annual Program Fund Committee	34,700	30,843	3,857
VP Office	115,432	105,142	10,290
Annual Program Fund	129,688	130,776	(1,088)
Friends of the UUA	463,824	503,565	(39,741)
Legacy Gifts	128,323	90,871	37,452
<b>Subtotal Non-Campaign Expenses</b>	<b>871,967</b>	<b>861,196</b>	<b>10,771</b>
<b>Net Unrestricted Income</b>	<b>7,870,717</b>	<b>8,075,944</b>	<b>183,686</b>

<b>Restricted Income</b>	<b>FY 07</b>
Now is the Time! Campaign	\$ 3,005,262
Campaign for UUism	\$ 672,298
Handing on the Future	\$ 141,357
<b>Subtotal Restricted Income</b>	<b>\$ 3,818,917</b>

For a complete summary of income and expense, including cost per dollar raised by program, see *Appendix 1: Net Income and Cost per Dollar Raised*

### Annual Program Fund – FY 07

The APF staff and committee were able to achieve 101% of the Fair Share goal with a strong effort in May and June. For a complete summary of Annual Program Fund income including breakout by region, see *Appendix 2: Annual Program Fund Statistics*

## Friends of the UUA

Year end June 30, 2007:

FY	Actual	Goal	% Goal	Avg. Gift	Donors	Avg. per Donor	Median Gift	Largest Gift
FY07	\$1,564,176	\$1,600,000	98%	\$56	15,832	\$101	\$25	\$28,164
FY06	\$1,496,685	\$1,600,000	94%	\$56	16,296	\$92	\$25	\$40,000

Friends of the UUA had a strong final two months to close FY07 with \$1,564,176 total fundraising, of which \$1,449,211 is unrestricted operating income. Income in June included \$102,758 from a fiscal year-end telephone appeal and \$67,370 raised at General Assembly for the Gulf Coast funds. The Friends program also handles fundraising and gift processing for the UUA/UUSC Gulf Coast Volunteer Fund, and the Gulf Coast Congregational Fund, which are detailed in *Appendix 3, UUSC UUA Gulf Coast Volunteer Income*

We were sorry to see the departure of Cindy Salloway, Director of the Friends of the UUA program after five years with the UUA, and wish her all the best as she joins the CLF staff.

### Legacy Gifts – FY 07

Legacy Gifts FY 2007 Year End	UUA		UU Entity	Total
	Unrestricted	Restricted		
<i>Matured Gifts – after May Report</i>	\$226,923	\$53,639		\$280,562
<i>Matured Gifts – Full year FY 07</i>	\$1,140,871	\$650,778	\$180,932	\$1,972,581
<i>New Gifts* - Q4 after May Report</i>	\$12,691		\$100,076	\$112,767
<i>New Gifts* - Full year FY 07</i>	\$288,415	\$50,053	\$729,038	\$1,067,506
<i>Commitments</i>	\$1,012	\$2,265,000	\$2,402,363	\$4,664,000

\* New gifts listed at face value; remainder value at maturity generally will be less

- Legacy Gifts ended FY 2007 year with impressive numbers: Since our May report total unrestricted Legacy income grew from \$917,781 to \$1,140,871 from the estates of 20 generous donors. This brings us to 268% of the \$425,000 FY07 goal for unrestricted gift and bequest income. (\$425,000 will be credited to operating income, \$277,846 will be credited to unrestricted income, and the remaining Legacy income above budget will go to the endowment.) Through Umbrella Giving, UU congregations and entities received gifts from 9 estates totaling \$180,932.
- Five new life income gifts totaling \$112,767 were added since our May report, bringing the total for FY07 to 41 new gifts for a total of \$1,067,507.

## Year to Date FY 2008

In the first quarter of FY 2008, we are focused on:

- Following up the public launch of the *Now is the Time!* Campaign with donor outreach
- Raising funds for the national awareness campaign
- Enlisting our congregations in Association Sunday, and preparing to support them with staff and other resources
- Getting the Annual Program Fund off to a strong start
- Recruiting and hiring to fill three open positions:

We are pleased to have Scott Robbins joining us as the Program Assistant for the Friends of the UUA, a position vacated by the promotion of Moira Pulitzer Kennedy to Campaign Assistant in April.

Tom Klein will be joining us effective October 1 as Gift Processor. During our staff group restructuring in February, we identified the need to consolidate processing of our campaign gifts, major gifts, online gifts, and gifts of securities across all program areas. Tom comes to us with experience in both securities and non-profit gift processing, making him uniquely well qualified for this position.

Our search for the next director of the Friends of the UUA continues. We have screened and interviewed many diverse candidates as we continue a process of discernment regarding the right profile to fill this important position.

## THE ANNUAL PROGRAM FUND

Year to Date as of September 12:

FY	Actual	Goal	% to Goal
2008	\$890,454	\$7,019,739	12.7%
2007	\$577,207	\$6,717,684	8.6%

The Annual Program Fund is experiencing a strong start to Fiscal Year 2008. Contributions to the Annual Program Fund have already exceeded 12.7% of our \$7,019,739 goal for this fiscal year. Congregational giving totals are \$890,454 to date, 54% higher than those received at this point a year ago.

The members of the Annual Program Committee came together in late August for their annual fall orientation and training meeting, hosted by the Stewardship and Development staff team. Eight new district representatives were warmly welcomed by staff and committee. The APF Committee is a dedicated and energized group of volunteers.

The third issue of the *APF Quarterly* electronic newsletter went out to all district staff and leaders in mid-August, with positive reviews. The next issue is scheduled for publication in October 2007.

## FRIENDS OF THE UUA

Year to date as of September 7:

FY	Actual	Goal	% Goal	Avg. Gift	Donors	Avg. per Donor	Median Gift	Largest Gift
FY08	\$ 139,665	\$1,750,000	8.0%	\$42	2,586	\$54	\$25	\$5,000
FY07	\$ 211,676	\$1,600,000	13.2%	\$49	3,666	\$58	\$25	\$10,000

Income from Friends of the UUA is slightly behind this point last year due to two factors:

- The appeal based on key messages from General Assembly went into the mail stream approximately one month later than last year. We typically do only one mailing in the summer months, consequently there was no skipped mailing, but a delay in cash receipts. We are just seeing the bulk of responses from that mailing begin to arrive now.
- During the review cycle for an “acquisition mailer” to prospective donors in August, we made the decision that the appeal needed an overhaul to reflect more current themes. This is now complete; the new letter will be tested in October and then sent to a broader list of prospects.

We have an appeal schedule for the remainder of the fiscal year that will include the full complement of mail and telephone appeals. In addition to the “Moral Values” theme mailing to prospective donors in October, the schedule includes both a telephone and a mail appeal to existing donors in October that will include a book premium offer; this type of premium offer has been quite successful for us in the past.

We continue to work with the consulting firm Craver, Matthews & Smith to develop appeal plans and projections with attainment of our fiscal year goal clearly in focus.

## LEGACY GIFTS

Legacy Gifts Summary as of 9/10	UUA		UU Entity	Total
	Unrestricted	Restricted		
<i>Matured Gifts – QTD</i>	\$37,116	\$50,000		\$87,116
<i>Matured Gifts – YTD</i>	\$37,116	\$50,000		\$87,116
<i>New Gifts* - QTD</i>		\$50,000	\$126,988	\$176,988
<i>New Gifts* - YTD</i>		\$50,000	\$126,988	\$176,988
<i>Commitments</i>		\$270,000	\$120,000	\$390,000

\* New gifts listed at face value; remainder value at maturity generally will be less

We have received unrestricted gifts and bequest income totals \$37,116 comprised largely of a \$25,275 gift from the Richard and Katharine Locke Trust and \$9,100 from the estate of Norma Cossey. We have also received restricted gift income of \$50,000 from the estate of Joseph B. Gittler, establishing a new award for scholarly and meritorious contribution to the field of ethics and religion.

New gifts for charitable gift annuities and the pooled income gift fund have made a strong start for the year, thanks in part to the high market values in June and July, and due to some energetic planned gift fundraising in several of our congregations. Eight new gifts have been complete, totaling \$176,988. With \$126,988 designated for UU entities, almost 72% of the total given to date is for congregations and other UU entities.

## “NOW IS THE TIME” COMPREHENSIVE CAMPAIGN AND MAJOR GIFTS



A CAMPAIGN TO GROW  
UNITARIAN UNIVERSALISM

First, we offer our thanks to the Board of Trustees for helping to make the official launch of the *Now is the Time* campaign at the 2007 General Assembly a success. Your commitment to 100% financial participation inspired many donations and positive comments. In addition, the UUA's Leadership Council and the Annual Program Fund committee have made similar pledges to support the campaign. We appreciate your ongoing support and cheerleading!

We are pleased to report that as of September 7, 2007, we have secured approximately \$14,233,466 in cash and pledge gifts and approximately \$20,725,062 in bequest gifts towards our goal of \$50 million for *Now is the Time*. Not included in these figures is an additional \$25,331,309 in negotiation. A Campaign Flash Report as of September 7, 2007 is attached to this report; an updated Flash Report is available weekly and will be distributed at the Board of Trustees meeting. Of this, over \$160,000 is committed exclusively to the national awareness campaign and will support the first *Time* magazine ad in early October. We expect that the income related to this project will increase over the next several months as the response from donors has been overwhelmingly positive so far.

Our efforts to raise money for regional marketing campaigns continue. In the San Francisco Bay Area, we exceeded our goal of \$260,000 and raised \$302,176 as of September 7, 2007, allowing the campaign to include television ads along with the traditional mix of print, radio and direct mail. In collaboration with the Congregational Services Department, we are in the process of securing \$300,000 for the next regional marketing campaign in Tampa Bay (as of September 7, 2007, we have secured over \$130,000 towards this goal). This winter, we will also begin fundraising for a Dallas/Fort Worth area campaign to be launched in fall 2008.

Thanks to President Sinkford's promotion of Association Sunday at General Assembly, there is tremendous excitement among the membership for this service and special collection. As of September 13, 2007, we have 492 congregations registered to participate, and we anticipate more will sign up.

The District Staff have been instrumental in garnering support. Around 50 UUA staff members are making presentations at congregations on Association Sunday. Some congregations are planning joint services that Sunday; some ministers are exchanging pulpits to embody our connections, and the Mountain Desert District whose annual meeting is that weekend has designated their Sunday service for this purpose.

October 14 is the suggested date for the service, and most will be held on that day, but some congregations have scheduled their services as early as September 9<sup>th</sup>, and as late as March 2008. Whatever the date, what is most significant is that congregational leaders are readily connecting to affirm our common bonds and purposes; they are coming together to *Grow Our Faith*.

Association Sunday has tapped into a positive energy, which is increasing collaboration, and strengthening feelings of connection, understanding, and hope. It is palatable, inspirational, and growing. We hope Association Sunday will raise a lot of money for the projects of the *Now Is the Time* Comprehensive Campaign. We have already raised awareness of our covenant, of the importance of working together, of growing our sense of unity and purpose, our faith in one another, and what good we can do for others.

In addition to new gift activity, we continue to receive payments on pledges made to previous campaigns. So far this year we have received \$68,527 from matured planned gift commitments to *Handing on the Future*, and \$496,620 in receipts for the Campaign for Unitarian Universalism (cash pledge receipts of \$31,495 and matured legacies \$465,125).

The continuing positive response to all our programs and campaigns reinforces our overall impression that Unitarian Universalists are showing tremendous generosity to the Association, our congregations, and other UU entities. It is an affirmation that the work of the Board of Trustees, the Administration, and the staff of this Association of Congregations is worthwhile and appreciated by our constituencies. It is also a blessing for our ongoing collaboration to make this a better world.

We are grateful, as always, for President Sinkford's attention to and support of our efforts to create abundance in a culture of gratitude.

## Appendix 1: Net Income and Cost per Dollar Raised FY 2007

<b>Net Income</b>						
<b>Fiscal Year 2007</b>						
<b>July 1, 2006 - June 30, 2007</b>	<b>A</b>	<b>B</b>	<b>C</b>	<b>D</b>	<b>E</b>	<b>F</b>
				<b>Actual as % of Budget</b>	<b>Var. % of Budget</b>	<b>Cost per \$ Raised</b>
<b>Unrestricted Income</b>	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>			
Annual Program Fund	6,717,684	6,785,083	67,399	101%	1%	\$ 0.024
Friends of the UUA	1,600,000	1,564,176	(35,824)	98%	-2%	\$ 0.322
Unrestricted Gifts	0	277,846	277,846	n/a	n/a	
Legacy Gifts	425,000	425,000	0	100%	0%	\$ 0.129
<b>Subtotal Funds Raised</b>	<b>8,742,684</b>	<b>9,052,106</b>	<b>309,422</b>	<b>103.5%</b>	<b>3.5%</b>	<b>\$ 0.095</b>
<i>Gulf Coast funds distributed to UUSC</i>		<i>(114,965)</i>				
<b>Subtotal Unrestricted Income</b>	<b>8,742,684</b>	<b>8,937,141</b>	<b>194,457</b>	<b>102.2%</b>	<b>2.2%</b>	<b>\$ 0.096</b>
<b>Expenses</b>						
Annual Program Fund Committee	34,700	30,843	3,857	88.9%	11.1%	
VP Office	115,432	105,142	10,290	91.1%	8.9%	
Annual Program Fund	129,688	130,776	(1,088)	100.8%	-0.8%	
Friends of the UUA	463,824	503,565	(39,741)	108.6%	-8.6%	
Legacy Gifts	128,323	90,871	37,452	70.8%	29.2%	
<b>Subtotal Non-Campaign Expenses</b>	<b>871,967</b>	<b>861,196</b>	<b>10,771</b>	<b>98.8%</b>	<b>1.2%</b>	
<b>Net Unrestricted Income</b>	<b>7,870,717</b>	<b>8,075,944</b>	<b>183,686</b>	<b>102.6%</b>	<b>2.3%</b>	
				Favorable (unfavorable)		
<b>Campaign Income: Cash Receipts</b>	<b>New Gifts FY 07 YTD</b>	<b>Total Prior to 7/1/2006</b>	<b>Cumulative Total</b>			
Now is the Time! Campaign	\$ 3,005,262	\$ 5,050,002	\$ 8,055,264			
Campaign for UUism	\$ 672,298	\$ 8,266,015	\$ 8,938,313			
Handing on the Future	\$ 141,357					
<b>Total</b>	<b>\$ 3,818,917</b>	<b>\$ 13,316,017</b>	<b>\$16,993,577</b>			
<b>Campaign Expenses</b>						
Now is the Time! Campaign	1,641,678	1,608,968	32,710	98.0%	2.0%	
<b>Total Expenses</b>	<b>18,894,162</b>	<b>38,039,339</b>	<b>34,225,091</b>	<b>201.3%</b>	<b>45.4%</b>	

## Appendix 2: Annual Program Fund Statistics

FY 2007 Year End		FY 2008 YTD
\$6,717,684	Goal	\$7,019,739
\$8,161,052	Total Fair Share	\$8,612,121
1,044	Total number of congregations	1,045
\$6,771,154	Total gifts received to date	\$890,454
82.97%	Current Fair Share dollars received to date	10.34%
100.80%	Current goal dollars received to date	12.69%
\$6,438,346	Pledged dollars	\$3,983,720
78.89%	Current Fair Share dollars pledged	46.26%
95.84%	Current goal dollars pledged	56.75%
\$6,739,836	Projected contribution dollars*	<i>Not yet available</i>
82.59%	Current Fair Share dollars projected	<i>Not yet available</i>
100.33%	Current goal dollars projected	<i>Not yet available</i>
903	Congregations that have pledged	484
734	Congregations that have pledged Fair Share	402
740	Congregations that are Fair Share	62
874	Congregations that have given their full pledge	74
Fiscal Year 2007 Year End		
% Fair Share Dollars Received	DISTRICTS	% Projected* Dollars Received
60.9%	Ballou Channing	106.3%
75.8%	Central Midwest	93.7%
72.9%	Clara Barton	95.8%
100.0%	CLF	100.0%
96.2%	Florida	105.3%
82.1%	Heartland	101.4%
86.6%	Joseph Priestley	107.6%
75.3%	Mass Bay	98.3%
98.0%	Metro New York	102.0%
96.1%	Mid-South	100.1%
89.2%	Mountain Desert	98.2%
76.2%	New Hampshire/Vermont	106.6%
69.9%	Northeast	112.1%
70.8%	Ohio-Meadville	102.8%
93.4%	Pacific Central	100.5%
98.2%	Pacific Northwest	100.7%
95.3%	Pacific Southwest	100.3%
81.8%	Prairie Star	102.1%
85.9%	Southwest	100.1%
76.4%	St. Lawrence	99.1%
91.5%	Thomas Jefferson	105.1%
* based on APF Committee projections		



### Appendix 3: UUA UUSC Gulf Coast Volunteer Fund

UUSC UUA Gulf Coast Volunteer Fund Income as of 8/31/07 †			
	Volunteer	Congregations	Totals
Income FY 07	\$ 152,940	\$ 24,474	\$ 177,414
Income FY 08	\$ 12,092	\$ 2,530	\$ 14,622
Outstanding Pledges*	\$ 5,930	\$ 655	\$ 6,585
<b>Subtotal Income</b>	<b>\$ 170,962</b>	<b>\$ 27,659</b>	<b>\$ 198,620</b>
Online Credit Card Fees 5%	\$ (92)	\$ (18)	\$ (110)
Offline Credit Card Fees 3.3%	\$ (1,166)	\$ (196)	\$ (1,362)
Fundraising Expenses	\$ (31,922)	\$ (5,164)	\$ (37,086)
Outstanding Pledges	\$ (5,930)	\$ (655)	\$ (6,585)
Distributed Funds 7/13/07	\$ (114,965)	\$ -	\$ (114,965)
Distributed Funds 9/14/07	\$ (16,886)	\$ (21,626)	\$ (38,512)
<b>Subtotal Expense</b>	<b>\$ (170,962)</b>	<b>\$ (27,659)</b>	<b>\$ (198,620)</b>
<b>Net Totals</b>	<b>\$0.00</b>	<b>(\$0.00)</b>	<b>(\$0.00)</b>
* while we count pledges in the totals, some of this we may never receive.			
† chart includes fund raised from the April Friends appeal and the General Assembly collection.			
<b>Notes</b>			
- \$67,369.89 was raised during General Assembly in Portland OR.			

### Appendix 4: Now is the Time! Comprehensive Campaign Flash Report as of 9/10/07

Campaign Income Vitals				
		Income	Goal	% goal
<b>Cash Gifts</b>		<b>\$ 8,714,333</b>	<b>\$ 20,000,000</b>	72%
	Cash Pledges	<b>\$ 5,592,133</b>		
<b>Unrealized Bequests</b>		<b>\$ 20,648,815</b>	<b>\$ 30,000,000</b>	69%
	Matured Bequests	\$76,247		
	<b>Campaign Total</b>	<b>\$ 35,031,528</b>	<b>\$ 50,000,000</b>	<b>70%</b>
	<i>In Negotiation</i>	<i>\$ 25,331,309</i>	-	-

## **Appendix 5: Association Sunday Materials**

August 29, 2007

Dear Colleagues,

*Now Is the Time to Grow Our Faith* in the goodness of life, in our way in religion, in one another, in our Association, and in the positive impact we can have on the world around us. Please join me in strengthening our connection and inspiring generosity on Association Sunday.

The special collection on this day will be utilized to address the urgent needs that are facing us as we look to bring our liberal religious voice to the world. It is now, more than ever, that we must come together to grow our faith.

In the process of organizing this event, my faith in our ministers and our movement has grown. One colleague in Cleveland, Daniel Budd, told me that every Sunday before entering his pulpit, he says a prayer for all of his colleagues who he knows have struggled mightily to create a service that will inspire their people. Kate Walker in Meadville, PA, says a similar prayer for us as she puts on her robe. Daniel and Kate both inspire me. They have expanded my faith and my hope.

We are all interconnected—we just don't always feel it. Neither do the members of our congregations. But when we do connect, we call it a religious experience. Since we are in the business of expanding such experiences, I wanted to share with you these words from some of our own. As you think about how to bring Association Sunday to your congregation, may you find them as moving as I have.

As Peter Morales says:

*We UUs are fond of saying that ours is a faith with the power to transform lives and change the world. The reality, alas, is that we have done a poor job of sharing our faith with a culture hungry for liberal religion. Association Sunday is a modest, but important, step. If we are going to make a difference in the lives of the spiritually hungry and religiously homeless, and if we are going to be a force for compassion and justice in the world, we must do so together. We must learn to work as a true association, hand in hand, mano en mano. I and Jefferson Unitarian Church are supporting Association Sunday because we believe that the need is huge. Together, together, we can make a difference.*

Hundreds of us are coming together on Association Sunday to grow our faith in our way in religion, and the power that it has for people. Laurel Hallman writes:

*At the First Unitarian Church of Dallas, we care about the people who need us but don't know we exist. We care about our members and friends who leave our church to move to new communities and need a vital Unitarian Universalist congregation to sustain, enrich, and challenge the next chapter of their lives. We care about our children who grow up and leave us fully committed to our faith but cannot find a place to continue their journey as Unitarian Universalists. We care about the mission of our faith which is much larger than we can effect.*

Hundreds of us are coming together on Association Sunday to grow our faith in our Association, and its future. Gary Smith of Concord, MA writes:

*As we do each summer, my wife Elizabeth and I found ourselves on some of the back roads of western Maine this July, exploring some of the places where my mother and generations before her were born, lived, and are now buried. Along these same roads are so many old Universalist churches, some open a week or two in the summer, too many now clothing boutiques, restaurants, and gift shops. They were once part of the Maine Convention of the old Universalist Church of America, and, in the early part of the twentieth century, were strong in numbers throughout the state. These churches have given way to new faith communities, some decidedly non-universalist in theology.*

*I strongly support Association Sunday. Without each other, the congregations we are privileged to serve are only a generation away from extinction. We need the ties we have, the umbrella under which we promote justice and peace, under which we instill our values to our children, keep our ministry strong, lift up our voices in common song, carry forth into our communities our witness to the world. It is a sad vanity to presume we can go it alone, knocking down our association's leadership, its decisions, its priorities, its budgets. The professional ministry, you and I, we need to step forward and support those we have elected, who work on our staff, who serve on Boards and Committees of the wider Association. More importantly, we need to support each other. We can take this one Sunday to celebrate what we have, the best of what we are, the bonds that tie us together. Let's take a measure of who we are. Join the rest of us and find a way to add your congregation's name to the list of participants.*

Hope Johnson, minister at our congregation in Garden City, NY, states our calling directly when she writes:

*In recent years, Unitarian Universalist Congregation of Central Nassau has rekindled a close relationship with the UUA. We've benefited greatly from it. Each call that we made for support or advice was quickly, faithfully answered. We've stretched and grown and are again a vibrant and valued member of our faith community. Now it's our turn to show appreciation to the UUA for its work for each congregation, including ours! It's a joy for us to do our part to ensure that the cycle continues....*

I also like the way Barbara Brown, Chairperson of the Annual Program Fund Committee puts it:

*Our contributions enable and empower our association of congregations to do more than each congregation can do alone. Our gifts provide for congregations that are less fortunate than our own.*

This special collection on Association Sunday is different from all other special collections. It provides a unique opportunity to support and strengthen our Association, as no one but us, its members, can. Through Association Sunday, we will be intentionally connecting as a denomination and pooling our resources to grow our faith.

The resources we raise through this collection will be distributed by the UUA as follows:

- 50% to support innovative national marketing programs to help grow Unitarian Universalism and its influence
- 25% to support the congregations and the ministers of color they call
- 25% directly to your districts for grants in support of individual congregations' growth and outreach projects

Please ask some of your major donors to make a leadership gift (perhaps as a matching gift for your Sunday's collection), or consider making a leadership gift yourself and announcing your gift that Sunday. To minister is to serve, and we are each called to serve our movement, and do our parts to secure its future and vitality. You will surely inspire your congregants by letting them know that you support this larger vision and have already given generously to help bring our message of peace, justice, and religious inclusiveness to the world.

As we move closer to the first annual Association Sunday, we are transforming the partnerships between congregations, and between our congregations and the Association. Some of our congregations are planning joint services that Sunday, and some of our colleagues are exchanging pulpits. Many UUA and District Staff will be speaking in congregations all over the nation to celebrate and, more importantly, to express deep gratitude for your participation on this special day.

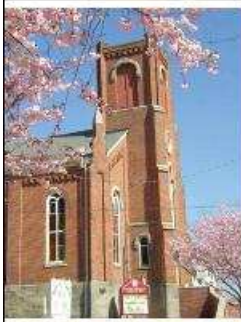
On this Sunday, we will affirm our common bonds and purposes from coast to coast, because we are better together. Our faith is growing stronger, wider, and more effective day by day, but we still have a long way to go. Now is the time to celebrate our connection and give generously to grow Unitarian Universalism. As Bill Sinkford says, our faith is needed now more than ever to help heal a wounded world. Let us join together in making his vision a reality. Please contact us at [associationsunday@uua.org](mailto:associationsunday@uua.org).

In faith and gratitude,

A handwritten signature in cursive script that reads "Stephan Papa".

The Rev. Dr. Stephan Papa  
Special Assistant to the President for Congregational Giving and Growth Funding







**Celebrate**  
**Association**  
**Sunday**

with Unitarian Universalists  
across the country on

**October 14, 2007**

**NOW IS THE TIME**  
A CAMPAIGN TO GROW  
UNITARIAN UNIVERSALISM

This special service is dedicated to the UUA's comprehensive campaign to grow our faith. Now is the time to bring our message of peace, justice and religious inclusiveness to the world. A collection will be taken to support growth and outreach projects. By combining our resources, we can grow our numbers—and our faith. We are better together!



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