

|    | C   | D              | E              | F             | G                | H                | I                |
|----|---|----------------|----------------|---------------|------------------|------------------|------------------|
| 2  | <b>Unitarian Universalist Association</b> | <b>FY12</b>    | <b>FY13</b>    | <b>FY14</b>   | <b>FY14</b>      | <b>FY14</b>      | <b>Percent</b>   |
| 3  | <b>Budget Overview</b>                    | <b>Results</b> | <b>Results</b> | <b>Budget</b> | <b>2Q14 Fcst</b> | <b>3Q14 Fcst</b> | <b>Inc/(Dec)</b> |
| 4  | <b>Current Operations</b>                 |                |                |               |                  |                  | <b>G to H</b>    |
| 5  |   |                |                |               |                  |                  |                  |
| 6  | \$ in Thousands                           |                |                |               |                  |                  |                  |
| 7  | <b>Income:</b>                            |                |                |               |                  |                  |                  |
| 8  | <b>Income for General Support</b>         |                |                |               |                  |                  |                  |
| 9  | Annual Program Fund                       | 6,757          | 6,724          | 6,900         | 6,750            | 6,800            | 0.7%             |
| 10 | Friends of the UUA                        | 1,183          | 1,095          | 1,200         | 1,100            | 1,000            | -9.1%            |
| 11 | Unrestricted Gifts                        | 0              | 139            | 250           | 350              | 351              | 0.2%             |
| 12 | Bequest Income                            | 1,050          | 936            | 450           | 450              | 500              | 11.1%            |
| 13 | Administrative Fees                       | 1,290          | 1,868          | 2,009         | 2,019            | 2,042            | 1.1%             |
| 14 | Endowment Income                          | 2,085          | 2,216          | 2,257         | 2,903            | 2,394            | -17.6%           |
| 15 | Other Current Fund Income                 | 2,541          | 2,652          | 2,804         | 2,796            | 2,686            | -3.9%            |
| 16 | Total Income for General Support          | 14,905         | 15,629         | 15,870        | 16,368           | 15,773           | -3.6%            |
| 17 |   |                |                |               |                  |                  |                  |
| 18 | <b>Income for Designated Purposes</b>     |                |                |               |                  |                  |                  |
| 19 | Handing on the Future Income              | 360            | 634            | 305           | 305              | 312              | 2.5%             |
| 20 | Campaign for Unitarian Universalism       | 41             | 46             | 47            | 47               | 47               | 0.0%             |
| 21 | Now is the Time Campaign                  | 2,037          | 1,523          | 1,748         | 1,811            | 1,815            | 0.2%             |
| 22 | UUCSR Veatch Grants                       | 2,212          | 2,307          | 2,237         | 2,237            | 2,239            | 0.1%             |
| 23 | Grants and Scholarships                   | 914            | 884            | 924           | 924              | 924              | 0.0%             |
| 24 | Ministerial Aid Funds                     | 435            | 454            | 467           | 467              | 467              | 0.0%             |
| 25 | Holdeen and International Trusts          | 1,523          | 1,412          | 1,431         | 1,462            | 1,548            | 5.9%             |
| 26 | Income for Other Purposes                 | 2,538          | 724            | 836           | 887              | 880              | -0.8%            |
| 27 | Total Inc for Designated Purposes         | 10,060         | 7,983          | 7,995         | 8,140            | 8,233            | 1.1%             |
| 28 | <b>Total Income</b>                       | <b>24,965</b>  | <b>23,612</b>  | <b>23,865</b> | <b>24,509</b>    | <b>24,006</b>    | <b>-2.1%</b>     |
| 29 |   |                |                |               |                  |                  |                  |
| 30 | <b>Expenses:</b>                          |                |                |               |                  |                  |                  |
| 31 | <b>Board &amp; Volunteer Leadership</b>   | 497            | 613            | 495           | 503              | 495              | -1.7%            |
| 32 |   |                |                |               |                  |                  |                  |
| 33 | <b>Programs:</b>                          |                |                |               |                  |                  |                  |
| 34 | Program and Strategy                      | 205            | 248            | 311           | 835              | 906              | 8.4%             |
| 35 | Multicultural Growth and Witness          | 1,391          | 1,406          | 1,262         | 1,264            | 1,266            | 0.1%             |
| 36 | International                             | 1,606          | 1,473          | 1,405         | 1,394            | 1,423            | 2.0%             |
| 37 | Congregational Life                       | 3,625          | 3,673          | 3,625         | 3,170            | 3,070            | -3.2%            |
| 38 | Ministries and Faith Development          | 5,807          | 4,895          | 4,832         | 4,856            | 4,856            | 0.0%             |
| 39 | UU Funding Program                        | 1,200          | 1,298          | 1,237         | 1,236            | 1,239            | 0.2%             |
| 40 | Crisis Relief & Misc. Programs            | 678            | 417            | 364           | 396              | 398              | 0.6%             |
| 41 | Communications                            | 2,652          | 2,676          | 2,800         | 2,835            | 2,817            | -0.6%            |
| 42 |   |                |                |               |                  |                  |                  |
| 43 | <b>Total Programs</b>                     | <b>17,164</b>  | <b>16,085</b>  | <b>15,836</b> | <b>15,986</b>    | <b>15,973</b>    | <b>-0.1%</b>     |
| 44 |   |                |                |               |                  |                  |                  |
| 45 | <b>Administration</b>                     | 1,667          | 1,591          | 1,987         | 1,930            | 1,738            | -9.9%            |
| 46 |   |                |                |               |                  |                  |                  |
| 47 | <b>Infrastructure</b>                     |                |                |               |                  |                  |                  |
| 48 | Stewardship and Development               | 1,946          | 2,030          | 2,217         | 2,293            | 2,451            | 6.9%             |
| 49 | Information Technology Services           | 1,331          | 1,415          | 1,597         | 1,548            | 1,489            | -3.8%            |
| 50 | Internal Services                         | 1,656          | 1,833          | 1,733         | 2,249            | 1,860            | -17.3%           |
| 51 | <b>Total Infrastructure</b>               | <b>4,933</b>   | <b>5,278</b>   | <b>5,547</b>  | <b>6,090</b>     | <b>5,800</b>     | <b>-4.8%</b>     |
| 52 |   |                |                |               |                  |                  |                  |
| 53 | <b>Total Expenses</b>                     | <b>24,261</b>  | <b>23,567</b>  | <b>23,865</b> | <b>24,509</b>    | <b>24,006</b>    | <b>-2.1%</b>     |
| 54 |   |                |                |               |                  |                  |                  |
| 55 | <b>Current Section Excess/(Deficit)</b>   | <b>705</b>     | <b>45</b>      | <b>0</b>      | <b>0</b>         | <b>0</b>         |                  |
| 56 |   |                |                |               |                  |                  |                  |

|    | D   | E              | F              | G             | H                | I                | J                |
|----|---|----------------|----------------|---------------|------------------|------------------|------------------|
| 1  | <b>Unitarian Universalist Association</b>                 | <b>FY12</b>    | <b>FY13</b>    | <b>FY14</b>   | <b>FY14</b>      | <b>FY14</b>      | <b>Percent</b>   |
| 2  | <b>Forecast Summary</b>                                   | <b>Results</b> | <b>Results</b> | <b>Budget</b> | <b>2Q14 Fcst</b> | <b>3Q14 Fcst</b> | <b>Inc/(Dec)</b> |
| 3  | <b>Current Operations Expenses</b>                        |                |                |               |                  |                  | <b>H to I</b>    |
| 4  |   |                |                |               |                  |                  |                  |
| 5  | <i>\$ in Thousands</i>                                    |                |                |               |                  |                  |                  |
| 6  | <b>Income:</b>  |                |                |               |                  |                  |                  |
| 7  | <b>Income for UUA General Support</b>                     |                |                |               |                  |                  |                  |
| 8  | Annual Program Fund                                       | 6,757          | 6,724          | 6,900         | 6,750            | 6,800            | 0.7%             |
| 9  | Friends of the UUA  | 1,183          | 1,095          | 1,200         | 1,100            | 1,000            | -9.1%            |
| 10 | Unrestricted Gifts  | 0              | 139            | 250           | 350              | 351              | 0.2%             |
| 11 | Bequest Income  | 1,050          | 936            | 450           | 450              | 500              | 11.1%            |
| 12 | Administrative Fees                                       | 1,290          | 1,868          | 2,009         | 2,019            | 2,042            | 1.1%             |
| 13 | Endowment Income  | 2,085          | 2,216          | 2,257         | 2,903            | 2,394            | -17.6%           |
| 14 | Other Current Income                                      | 2,541          | 2,652          | 2,804         | 2,796            | 2,686            | -3.9%            |
| 15 |   | 14,905         | 15,629         | 15,870        | 16,368           | 15,773           | -3.6%            |
| 16 | <b>Income for Designated Purposes</b>                     |                |                |               |                  |                  |                  |
| 17 | Handing on the Future Income                              | 360            | 634            | 305           | 305              | 312              | 2.5%             |
| 18 | Campaign for Unitarian Universalism                       | 41             | 46             | 47            | 47               | 47               | 0.0%             |
| 19 | Now is the Time Campaign                                  | 2,037          | 1,523          | 1,748         | 1,811            | 1,815            | 0.2%             |
| 20 | Veatch Grants   | 2,212          | 2,307          | 2,237         | 2,237            | 2,239            | 0.1%             |
| 21 | Grants and Scholarships                                   | 914            | 884            | 924           | 924              | 924              | 0.0%             |
| 22 | Ministerial Aid Funds                                     | 435            | 454            | 467           | 467              | 467              | 0.0%             |
| 23 | Holdeen & International Trusts                            | 1,523          | 1,412          | 1,431         | 1,462            | 1,548            | 5.9%             |
| 24 | Income for Other Purposes                                 | 2,538          | 724            | 836           | 887              | 880              | -0.8%            |
| 25 |   | 10,060         | 7,983          | 7,995         | 8,140            | 8,233            | 1.1%             |
| 26 | <b>Total Income</b>                                       | 24,965         | 23,612         | 23,865        | 24,509           | 24,006           | -2.1%            |
| 27 |   |                |                |               |                  |                  |                  |
| 28 | <b>Board &amp; Volunteer Leadership</b>                   |                |                |               |                  |                  |                  |
| 29 | Board of Trustees   | 228            | 325            | 151           | 151              | 151              | 0.1%             |
| 30 | Board Committees  | 63             | 53             | 98            | 108              | 101              | -6.5%            |
| 31 | Board Task Forces   | 21             | 11             | 9             | 9                | 9                | -1.3%            |
| 32 | Moderator   | 18             | 17             | 31            | 30               | 30               | -1.9%            |
| 33 | Nominating Committee                                      | 23             | 31             | 24            | 23               | 21               | -8.0%            |
| 34 | Commission on Appraisal                                   | 16             | 23             | 20            | 20               | 21               | 5.7%             |
| 35 | Ministerial Fellowship Committee                          | 102            | 122            | 138           | 138              | 138              | 0.0%             |
| 36 | Commission on Social Witness                              | 26             | 31             | 25            | 25               | 25               | -1.3%            |
| 37 | <b>Total Board &amp; Volunteer Leadership</b>             | 497            | 613            | 495           | 503              | 495              | -1.7%            |
| 38 |   |                |                |               |                  |                  |                  |
| 39 | <b>Programs:</b>  |                |                |               |                  |                  |                  |
| 40 | <b>Program Strategy Office (former Growth Strategies)</b> | 205            | 248            | 311           | 835              | 906              | 8.4%             |
| 41 |   |                |                |               |                  |                  |                  |
| 42 | <b>Multicultural Growth and Witness</b>                   | 1,391          | 1,406          | 1,262         | 1,264            | 1,266            | 0.1%             |
| 43 |   |                |                |               |                  |                  |                  |
| 44 | International Office                                      | 219            | 228            | 230           | 228              | 231              | 1.3%             |
| 45 | Holdeen International Partners                            | 133            | 209            | 140           | 140              | 141              | 0.7%             |
| 46 | Holdeen India Program                                     | 863            | 707            | 715           | 714              | 739              | 3.4%             |
| 47 | UU-UNO  | 391            | 328            | 320           | 312              | 312              | -0.1%            |
| 48 | <b>Total International</b>                                | 1,606          | 1,473          | 1,405         | 1,394            | 1,423            | 2.0%             |
| 49 |   |                |                |               |                  |                  |                  |
| 50 | <b>Congregational Life</b>                                |                |                |               |                  |                  |                  |
| 51 | Congregational Life                                       | 3,145          | 3,293          | 3,177         | 2,740            | 2,681            | -2.2%            |
| 52 | Office of Congregational Stewardship Services             | 480            | 380            | 448           | 430              | 389              | -9.6%            |
| 53 | <b>Total Congregational Life</b>                          | 3,625          | 3,673          | 3,625         | 3,170            | 3,070            | -3.2%            |
| 54 |   |                |                |               |                  |                  |                  |
| 55 | <b>Ministries and Faith Development</b>                   |                |                |               |                  |                  |                  |
| 56 | Resource Development Director                             | 216            | 264            | 122           | 97               | 170              | 76.3%            |
| 57 | Resource Development Office                               | 552            | 629            | 636           | 723              | 642              | -11.2%           |
| 58 | Youth and Young Adult Ministries                          | 468            | 466            | 528           | 478              | 482              | 0.8%             |
| 59 | Director of Ministries and Faith Development              | 729            | 564            | 543           | 565              | 572              | 1.2%             |
| 60 | Director of RE Credentialing                              | 88             | 89             | 95            | 94               | 97               | 3.9%             |
| 61 | Director of Ministerial Credentialing                     | 242            | 190            | 209           | 208              | 211              | 1.4%             |
| 62 | Director of Transitions                                   | 344            | 344            | 308           | 308              | 311              | 1.1%             |
| 63 | Office of Church Staff Finances                           | 1,364          | 563            | 506           | 488              | 496              | 1.5%             |
| 64 | Office of UUA Health Plan                                 | 163            | 192            | 186           | 219              | 201              | -8.0%            |
| 65 | Director of Professional Development                      | 197            | 185            | 193           | 172              | 169              | -1.5%            |
| 66 | Scholarships and Ministerial Ed Grants                    | 331            | 323            | 332           | 332              | 366              | 10.4%            |
| 67 | Continuing Education                                      | 76             | 50             | 83            | 83               | 83               | 0.0%             |
| 68 | Aid Funds   | 512            | 521            | 534           | 534              | 499              | -6.4%            |
| 69 | Panel on Theological Education                            | 525            | 514            | 555           | 555              | 555              | 0.0%             |
| 70 | <b>Total Ministries and Faith Development</b>             | 5,807          | 4,895          | 4,832         | 4,856            | 4,856            | 0.0%             |

|     | D  | E       | F       | G      | H         | I         | J         |
|-----|--|---------|---------|--------|-----------|-----------|-----------|
| 1   | Unitarian Universalist Association       | FY12    | FY13    | FY14   | FY14      | FY14      | Percent   |
| 2   | Forecast Summary                         | Results | Results | Budget | 2Q14 Fcst | 3Q14 Fcst | Inc/(Dec) |
| 3   | Current Operations Expenses              |         |         |        |           |           | H to I    |
| 71  |  |         |         |        |           |           |           |
| 72  | UU Funding Program                       | 1,200   | 1,298   | 1,237  | 1,236     | 1,239     | 0.2%      |
| 73  | Crisis Relief & Misc. Programs           | 678     | 417     | 364    | 396       | 398       | 0.6%      |
| 74  |  |         |         |        |           |           |           |
| 75  | <b>Communications</b>                    |         |         |        |           |           |           |
| 76  | IPW Office                               | 506     | 477     | 526    | 538       | 523       | -2.7%     |
| 77  | Periodicals Office                       | 885     | 946     | 963    | 963       | 951       | -1.3%     |
| 78  | Publications Administration              | 559     | 553     | 537    | 536       | 542       | 1.1%      |
| 79  | UUA Bookstore                            | 702     | 699     | 774    | 798       | 802       | 0.4%      |
| 80  | <b>Total Communications</b>              | 2,652   | 2,676   | 2,800  | 2,835     | 2,817     | -0.6%     |
| 81  |  |         |         |        |           |           |           |
| 82  | <b>Total Programs</b>                    | 17,164  | 16,085  | 15,836 | 15,986    | 15,973    | -0.1%     |
| 83  |  |         |         |        |           |           |           |
| 84  | <b>Administration</b>                    |         |         |        |           |           |           |
| 85  | Office of the President                  | 602     | 535     | 542    | 514       | 511       | -0.6%     |
| 86  | Office of the Executive Vice President   | 511     | 485     | 440    | 708       | 697       | -1.5%     |
| 87  | Contingency Expense                      | 60      | 66      | 365    | 63        | 22        | -64.8%    |
| 88  | Human Resources                          | 494     | 505     | 639    | 645       | 508       | -21.3%    |
| 89  | <b>Total Administration</b>              | 1,667   | 1,591   | 1,987  | 1,930     | 1,738     | -9.9%     |
| 90  |  |         |         |        |           |           |           |
| 91  | <b>Infrastructure:</b>                   |         |         |        |           |           |           |
| 92  | <b>Stewardship and Development</b>       |         |         |        |           |           |           |
| 93  | Vice President, Development              | 162     | 183     | 151    | 153       | 194       | 26.8%     |
| 94  | APF Campaign                             | 186     | 226     | 309    | 315       | 317       | 0.6%      |
| 95  | APF Continental Committee                | 20      | 0       | 0      | 0         | 0         | N/A       |
| 96  | Friends Campaign                         | 331     | 326     | 360    | 357       | 356       | -0.2%     |
| 97  | Charitable Gift and Estate Planning      | 147     | 125     | 161    | 160       | 165       | 2.6%      |
| 98  | Comprehensive Campaign                   | 1,099   | 1,169   | 1,236  | 1,307     | 1,419     | 8.6%      |
| 99  | <b>Total Stewardship and Development</b> | 1,946   | 2,030   | 2,217  | 2,293     | 2,451     | 6.9%      |
| 100 |  |         |         |        |           |           |           |
| 101 | <b>Information Technology Services</b>   | 1331    | 1415    | 1597   | 1548      | 1489      | -3.8%     |
| 102 |  |         |         |        |           |           |           |
| 103 | <b>Internal Services:</b>                |         |         |        |           |           |           |
| 104 | <b>Finance</b>                           |         |         |        |           |           |           |
| 105 | Treasurer and Vice President of Finance  | 493     | 524     | 619    | 634       | 523       | -17.5%    |
| 106 | Financial Services                       | 623     | 714     | 638    | 594       | 600       | 1.0%      |
| 107 | <b>Total Finance</b>                     | 1,117   | 1,238   | 1,257  | 1,228     | 1,123     | -8.5%     |
| 108 |  |         |         |        |           |           |           |
| 109 | <b>Facilities</b>                        |         |         |        |           |           |           |
| 110 | Facilities - General                     | 68      | 60      | 48     | 59        | 61        | 3.1%      |
| 111 | 25 Beacon Street                         | 55      | 56      | 0      | (0)       | (25)      | N/A       |
| 112 | 41 Mt Vernon Street                      | (12)    | 3       | 0      | 0         | -10       | N/A       |
| 113 | Eliot & Pickett House                    | 429     | 469     | 427    | 426       | 425       | -0.3%     |
| 114 | 24 Farnworth Street                      | 0       | 8       | 0      | 536       | 285       | N/A       |
| 115 | <b>Total Operations Services</b>         | 540     | 596     | 476    | 1,021     | 737       | -27.8%    |
| 116 |  |         |         |        |           |           |           |
| 117 | <b>Total Internal Services</b>           | 1,656   | 1,833   | 1,733  | 2,249     | 1,860     | -17.3%    |
| 118 |  |         |         |        |           |           |           |
| 119 | <b>Total Infrastructure</b>              | 6,600   | 6,869   | 7,534  | 8,019     | 7,538     | -6.0%     |
| 120 | <b>Total Expenses</b>                    | 24,261  | 23,567  | 23,865 | 24,509    | 24,006    | -2.1%     |
| 121 |  |         |         |        |           |           |           |
| 122 | <b>Current Section Excess/(Deficit)</b>  | 705     | 45      | 0      | 0         | 0         |           |
| 123 |  |         |         |        |           |           |           |