

Our Mission

*Green Lake Lutheran Ministries presents the life-changing love of Jesus
in the vibrant settings of camps and retreats.*

AGENDA

**GLLM Annual Meeting
Tuesday, February 14, 2017
Noon**

1. Table Grace and Meal
2. Call to order by GLLM Board Co-Chair, Mary Toufar
3. Devotions by Loren Teig, GLLM Executive Director
4. Adoption of Agenda
5. Installation of New Staff by GLLM Board Co-Chair, Pastor Kris Tostengard Michel
 - a. Amanda Severtson, Shores of St. Andrew Site Director
6. Minutes of January 2016 Annual Meeting
7. Reports
 - a. Executive Director
 - b. Board
8. Financial Presentation
9. New Business
 - a. Resolution #1
 - b. Resolution #2
 - c. Election of Board Members
 - d. Adoption of 2017 Budget
 - e. Strategic Direction and Vision
10. Closing Prayer
11. Adjournment

Please pick up your congregation's camp posters in the back of the New Vision Room, following the annual meeting. If your congregation is in need of additional summer brochures they will also be available.

Thank you for your presence here today, have a safe trip home!

MINUTES

GLLM Annual Meeting

February 9, 2016

Meeting called to order by Mary Toufar, board co-chair.

Devotions by Loren Teig, GLLM Executive Director.

Motion to approve the agenda as written, second, approved.

Installation of new staff: Warren Sundstrom, Shores Cook; Becca Simonds, Shores Site Director; Travis Aufderheide, GLBC Site Director

Camper video presentation.

Becca Simonds, Shores Site Director shared a Ministry Minute on community.

Motion to approve the minutes as printed, second, approved.

Loren Teig, Executive Director, reported it has been a good year. We served about 1200 additional guests in 2015, visited 125 congregations, and Day Camp was reintroduced as well as some new programs. Would like to see our prayer ministry strengthened. Continue with global outreach, working to have a couple of international staff again and the possibility of hosting children from China for youth camps.

Mary Toufar reported on behalf of the Board of Directors. Strategic Pathway-we continue to be in the stabilization moving towards transition.

Bob Haines, Board Treasurer, presented the financials. Total income increased 13%. Banner year in giving as large gifts impacted revenue which was higher than budget for 2015. Expenses increased by 7.8% as a result of more campers and retreat guests. Both year around and seasonal personnel expenses were under budget in 2015.

Brenda Moore, Independent Development Consultant, made a presentation.

Travis Aufderheide, GLBC Site Director, shared a Ministry Minute on our relationships with the churches.

Resolution #1 – Endowment Fund Amendment

WHEREAS the Green Lake Lutheran Ministries Endowment Fund (“fund”) was established by the Green Lake Lutheran Ministries (GLLM) Corporation on 11/19/88, and amended on 1/25/00, to facilitate and contribute to the general purposes and ministry of GLLM, and

WHEREAS an Endowment Committee was established to distribute the monies and serve as custodian of the fund, and

WHEREAS an Endowment Committee has not been functioning in that role for a number of years, and

WHEREAS it is practical and appropriate for the Board of Directors of GLLM to distribute the monies and act as custodian of the fund, and

WHEREAS amendments to Section B of this resolution shall be adopted by a two-third majority vote of the corporation at its annual meeting,

THEREFORE BE IT RESOLVED that Section B, Resolution to Implement the Endowment Fund, be amended as follows:

Be It Further Resolved that the purpose of the Fund is to facilitate and contribute to the general purposes and ministry of GLLM and to distribute the monies as the Board sees fit in its best judgment except as to specially designated funds which shall be used as the donor desires. Nonetheless, the Board, through its Executive Committee, shall be authorized to refuse any gift or bequest when the designated use is considered improper or inappropriate to the overall purpose of the camp. They may also refuse a gift of property that would have an adverse effect on the financial well-being of the Fund;

Be It Further Resolved that the Board shall be the custodian of the Fund;

Motion has been made and seconded by the Board of Directors. No discussion, unanimously passed.

Resolution #2– Withdrawal of Membership

WHEREAS the members of Redeemer Lutheran Church of Good Thunder, MN have requested to withdraw membership in the Green Lake Lutheran Ministries corporation,

THEREFORE BE IT RESOLVED that we regretfully remove Redeemer Lutheran Church of Good Thunder, MN as a member of the Green Lake Lutheran Ministries Corporation.

Motion moved, seconded, passed.

Election of Board Members: Pastor Jarod Freeberg, Pastor Kathleen Ulland-Klinkner, Don Heath, Mike Jacobson, Mary Toufar, Rich Westlund, Julie Wilson.

Nomination from the floor to nominate Pastor Jackie Cook from St. Paul's in Hector. Motion to cast a unanimous ballot. Second, passed.

Dave Eliason, Director of Congregational and Community Engagement, shared a Ministry Minute on family and multi-generational camps.

Presentation of the budget by Bob Haines:

The 2014 audit, completed by Clifton Larson Allen, results were favorable and unqualified (what we hope for). We are expecting revenue to decline slightly in 2016. Increases in camper and retreat revenue but decreases in gifts because 2015 was a banner year with a few large special gifts. The negative numbers in the Scholarship and Development Funds will be funded by designated funds.

Motion to approve the budget as printed, second, passed.

Strategic Direction and Vision presented by Mary Toufar: We are in a stabilization stage and moving forward towards transition. Ultimately, the work we are doing today will prepare us for a capital campaign where we will dream and vision for the future. We are in a better place than we were last year.

The question was posed if the Annual Meeting date still works on a Tuesday at noon for delegates or if a weekend would be better? A show of hands was taken for Tuesdays, weekends and those who abstained. No official count was taken, it appeared to be close. Point brought up about sports events on weekends could also affect attendance. No official decision was made.

Dave presented Joan Wicklund, retired Food Service Director, with a print of the chapel in appreciation of her years of service.

Motion to adjourn the meeting, second, passed.

Respectfully submitted,

Sonya Erickson
Communications Coordinator

2016 MEMBER CONGREGATIONS

GLACIAL RIDGE CONFERENCE

Holden Lutheran
Trinity Lutheran

City
Beardsley
Benson

Vinje Lutheran
W Lake Johanna Lutheran
West Lake Lutheran
Zion Irving Lutheran

Willmar
Brooten
Sunburg
Paynesville

GREAT RIVER CONFERENCE

Rejoice Lutheran
Resurrection Lutheran

Clearwater
St Joseph

CROW RIVER CONFERENCE

All Saints Lutheran
Beckville Lutheran
Bethel Lutheran
Christ The King
Evangelical Lutheran
Faith Lutheran
First Lutheran
First Lutheran
N Crow River Lutheran
Ostmark Lutheran
Peace Lutheran
Stockholm Lutheran
Trinity Lutheran
Trinity Lutheran-Hector
Zion Lutheran

Darwin
Litchfield
Lester Prairie
Hutchinson
Cokato
Hutchinson
Cosmos
Litchfield
Cokato
Watkins
Cosmos
Cokato
Grove City
Cosmos
Litchfield

LAKELAND CONFERENCE

Bethel Lutheran
Bethesda Lutheran
Bethlehem Lutheran
Big Grove Lutheran
Buffalo Lake Lutheran
Calvary Lutheran
Crow River Lutheran
E Norway Lake Lutheran
Eagle Lake Lutheran
Ebenezer Lutheran
Faith Lutheran
First Lutheran
Grace Lutheran
Hope Lutheran
Immanuel Lutheran
Immanuel Lutheran
Kerkhoven Lutheran
Mamrelund Lutheran
Monson Lake Lutheran
Nordland Lutheran
Paynesville Lutheran
Peace Lutheran
S Lake Johanna Lutheran
St John Lutheran
St John's Lutheran
Svea Lutheran
Trinity Lutheran
Tripolis Lutheran
United Lutheran

Willmar
Murdock
Atwater
Belgrade
Degraff
Willmar
Belgrade
New London
Willmar
Kandiyohi
Spicer
New London
Belgrade
Sunburg
Atwater
Clara City
Kerkhoven
Pennock
Sunburg
Paynesville
Paynesville
New London
Brooten
Raymond
Pennock
Svea
Brooten
Kandiyohi
Lake Lillian

LAC QUI PARLE CONFERENCE

Augustana Lutheran
Bergen Lutheran
Big Bend Lutheran
Borgund Lutheran
Clarkfield Lutheran
Faith Lutheran
First English Lutheran
Garfield Lutheran
Grace Lutheran
Granite Falls Lutheran
Hazel Run Lutheran
Immanuel Lutheran
Jevnaker Lutheran
Kviteseid Lutheran
Lac Qui Parle Lutheran

Clarkfield
Granite Falls
Milan
Madison
Clarkfield
Madison
Ortonville
Madison
Dawson
Granite Falls
Hazel Run
Watson
Montevideo
Milan
Dawson

Louisburg Lutheran
Maynard Lutheran
Minnesota Valley Lutheran
Our Savior's Lutheran
Our Saviour's of Baxter
Salem Lutheran
Saron Lutheran
St John Lutheran
St John-Holloway Lutheran
St Paul Lutheran (Nassau)
St Paul's Lutheran
Trinity Lutheran
Trinity Lutheran
Wang Lutheran
Watson Lutheran
Zion Lutheran

PRAIRIE CONFERENCE

Bethel Lutheran
Christ Lutheran
Hope Lutheran
Our Saviour's Lutheran
St Lucas Lutheran
Yellow Medicine Lutheran

CANNON RIVER CONFERENCE

St John's Lutheran

SCENIC VALLEY CONFERENCE

Bethany Lutheran
Cross of Calvary
First Lutheran
Gloria Dei Lutheran

Grace Lutheran
Hawk Creek Lutheran
Opdal Lutheran
Our Savior's Lutheran
Our Savior's Lutheran
Our Saviour's Lutheran
Rock Valle Lutheran

Louisburg
Maynard
Madison
Montevideo
Montevideo
Montevideo
Montevideo
Marietta
Appleton
Bellingham
Bellingham
Boyd
Montevideo
Maynard
Watson
Appleton

Porter
Cottonwood
Minneota
Canby
Cottonwood
Hanley Falls

Northfield

Morgan
Olivia
Renville
Redwood
Falls
Belview
Sacred Heart
Sacred Heart
Bird Island
Sacred Heart
Lamberton
Echo

St John's Lutheran
St Luke's Lutheran
St Matthew Lutheran
St Matthew's Lutheran

MINNESOTA VALLEY CONFERENCE

American Lutheran
Central Lutheran
Christ Lutheran
Fields of Grace Lutheran Parish
First Lutheran
First Lutheran
Grace Lutheran
Immanuel Lutheran
Our Saviour's Lutheran
Peace Lutheran
Scandian Grove
St John's Lutheran
St Matthew's Lutheran
St Paul Lutheran
St Paul's Lutheran
St Paul's Lutheran
Swedlanda Lutheran
Trinity Lutheran
Trinity Lutheran
Zion Lutheran
Zion Lutheran

WATONWAN CONFERENCE

Albion Lutheran
Augustana Lutheran
Christ Lutheran Comfrey
Christ the King Lutheran
East Sveadahl
Faith Lutheran
First Lutheran
First Lutheran
La Salle Lutheran
Lake Hanska Lutheran
New Hope Lutheran
Our Savior Lutheran

Morgan
Franklin
Wabasso
Evan

Gaylord
Fairfax
Glencoe
Lafayette
Hector
Winthrop
Brownton
New Auburn
Fairfax
Winthrop
St Peter
Winthrop
Stewart
Gaylord
Hector
Stewart
Hector
Gaylord
St. Peter
Arlington
Buffalo Lake

St James
St James
Springfield
New Ulm
St James
Madelia
Butterfield
St James
La Salle
Hanska
Comfrey
New Ulm

Our Savior's (Butternut)
St John Lutheran
St Olaf Lutheran
Sundown Lutheran-Springfield
Trinity Lutheran
Trinity Lutheran
Trinity Lutheran
Waverly Lutheran-Trimont
Zion Lutheran
Zion Lutheran

BLUE EARTH RIVER CONFERENCE

Bethany Lutheran
Trinity Lutheran

MINNESOTA RIVER CONFERENCE

Bethlehem Lutheran
Calvary Lutheran
Christ The King Lutheran
Epiphany Lutheran
Grace Lutheran
Jackson Lake
Medo Lutheran
Messiah Lutheran
Our Saviors

Lake Crystal
Springfield
Odin
Lamberton
Madelia
Sleepy Eye
Truman
Welcome
Hanska
Odin

Frost
Blue Earth

Mankato
Mankato
Mankato
Eagle Lake
Mankato
Amboy
Mapleton
N Mankato
Cleveland

St John Lutheran
St Paul Lutheran
Zion Lutheran

MINNEAPOLIS CONFERENCE

All Saints Lutheran
Bethlehem Lutheran
Cross of Peace Lutheran
Crown of Glory
Good Shepherd Lutheran
Light of Christ
Lord of Life Lutheran
Maple Grove Lutheran
Shepherd of The Lake
St John's Lutheran
St John's Lutheran
St Philip Lutheran
Trinity Lutheran

ST. PAUL CONFERENCE

St Luke Lutheran

St Philip Lutheran

Mapleton
LeCenter
Lake Crystal

Norwood
Minneapolis
Shakopee
Chaska
Wayzata
Delano
Maple Grove
Maple Grove
Prior Lake
Mound
Shakopee
Fridley
Watertown

Cottage
Grove
Hastings

Green Lake Lutheran Ministries

INCOME STATEMENT December 31, 2016
2017 PROPOSED BUDGET

	PRIOR YEAR Actual	2016 BUDGET	YEAR TO DATE 12/31/2016	2017 PROPOSED BUDGET
Revenue				
Mission Support	167,234.34	167,234.00	153,775.79	142,566.00
Development	409,608.63	400,075.00	397,849.06	374,310.00
Camper Fees	532,862.42	647,598.00	552,626.77	640,379.00
Retreat Fees	378,055.36	407,507.00	388,885.94	410,330.00
Other Income	50,346.59	49,450.00	67,729.90	63,150.00
Unrestricted Bequests	11,187.45	.00	11,310.31	0.00
Other Funds	225,313.14	30,060.00	61,902.68	16,200.00
Total Revenue	\$1,774,607.93	\$1,701,924.00	\$1,634,080.45	\$1,646,935.00
Total Gross Profit	\$1,774,607.93	\$1,701,924.00	\$1,634,080.45	\$1,646,935.00
Expenses				
General & Administrative	176,966.76	182,390.00	167,444.26	170,390.00
Development	51,683.27	50,160.00	38,565.82	51,566.00
Kitchen	150,667.89	159,000.00	121,556.47	128,500.00
Maintenance & Utilities	162,684.03	177,123.00	166,164.47	165,473.00
Designated	14,627.13	15,000.00	5,891.91	41,000.00
Program	92,093.44	84,100.00	89,212.60	92,625.00
Salaries & Benefits	605,200.42	625,137.00	622,193.84	647,415.00
Seasonal Salaries & FICA	278,757.96	319,277.00	296,654.62	282,486.00
Other Expenses	11,729.06	11,900.00	10,933.30	12,700.00
Other Fund Expenses	36,335.18	94,560.00	77,630.06	35,200.00
Total Expenses	\$1,580,745.14	\$1,718,647.00	\$1,596,247.35	\$1,627,355.00
Total Net Income (Loss) Before Depreciation	\$193,862.79	(\$16,723.00)	\$37,833.10	\$19,580.00
Depreciation	156,158.50	157,355.00	157,338.32	146,500.00
Total Net Income (Loss)	\$37,704.29	(\$174,078.00)	(\$119,505.22)	(\$126,920.00)
Summary of Funds				
General Operating	-151,273.67	-109,578.00	-103,777.84	-107,920.00
Memorial Fund	-1,175.08	.00	2,758.10	.00
Endowment Fund	131,707.40	500.00	46,485.73	.00
Scholarship Fund	-1,554.36	-15,000.00	-14,969.73	.00
Development Fund	60,000.00	-50,000.00	-50,001.48	-19,000.00
Total Net Income (Loss)	37,704.29	(174,078.00)	(119,505.22)	(126,920.00)

2017 BUDGET NOTES

All Income & Expense categories are based on history and current trends with additional notes listed below.

INCOME

1. Mission Support is based on \$2.00 per baptized member. We have built in a contingency plan in response to the trend of congregational support declining.
2. The Development Budget includes gifts to our operating fund, events, Thrivent Choice Dollars, in-kind gifts, and grants.
3. Camper Fees are increased by 5%. We are anticipating seventy additional campers and adding tiered pricing.
4. Day Camps will continue to be expanded for 2017.
5. Retreat fees reflect an increase of 5%. We are also anticipating some growth in this area but are planning on closing the Village for the months of November to March due to the high costs of operating that facility and the low number of retreat guests.

EXPENSES

1. Kitchen expenses reflect an anticipated increase of campers & guests.
2. Maintenance & Utilities figures are based on 2016 expenses with a modest increase for utilities and taking into the consideration changes at the Village.
3. Program expenses are based on 2016 expenses with the consideration of program changes for 2017.
4. Year-Round Salaries & Benefits include no increased for 2017. Insurance and retirement benefits have been reduced. This category also reflects staff changes.
5. Seasonal Staff include no increases but we have made staffing adjustments based on programming needs. Offering more Day Camps and partnering with churches on a ministry co-op. We are also restructuring our summer staff which has allowed us to cut six positions.
6. Other Fund Expenses include anticipated Endowment and Development Leadership disbursements. There is Board designated money to fund the Development Leadership expenses in 2017.
7. Deprecation is based on Current Fixed Asset Schedule.

STATISTICS REPORT

SUMMER CAMPERS

Green Lake Bible Camp

Jr. High	472
Sr. High	33
Resource	28
Family/Adult Camp	53
TOTALS	586

Shores of St. Andrew

Elementary	567
Jr. High	13
Sr. High	4
Resource	22
TOTALS	606

St. Andrew Village

Family/Adult Camp	91
Resource	7
TOTALS	98

Camp House

Youth	143
Volunteers/Resource	87
Family/Adult Camp	155
TOTALS	385

DAY CAMP TOTAL 621

GRAND TOTAL SUMMER 2,296

RETREATS

GLBC	3,137
Shores	500
St. Andrew Village	864
Camp House	185
Events	401
TOTAL RETREAT GUESTS	5,087

GRAND TOTAL ALL CAMPS 7,383

CAMPER DAYS

A Camper Day (CD) is one camper for 24 hours or portion thereof. The Camper Day statistics give a more complete picture of usage than the number of campers because some campers are here for one day only and others for up to a week.

Green Lake Bible Camp

Summer Campers	2,762
Retreat Campers	7,110
Event Attendees	401
TOTALS	10,273

Shores of St. Andrew

Summer Campers	2,527
Retreat Campers	1,179
TOTALS	3,706

St. Andrew Village

Summer Campers	460
Retreat Campers	1,535
TOTALS	1,995

Camp House

Summer Campers	1,659
Retreat Campers	584
TOTALS	2,243

Day Campers 2,823

TOTAL CAMPER DAYS

ALL SITES 21,040

Comparison	2015	2016	Variance
Summer Campers	2,158	2,296	+138
Retreat Guests	5,391	5,087	-304
Summer Camper Days	9,220	10,231	+1,011
Retreat Camper Days	11,128	10,809	-319

RESOLUTIONS

Resolution #1 – Resolution for Loan from United Prairie Bank

At a regularly scheduled meeting of the Green Lake Lutheran Ministries Board of Directors held on Saturday, January 28, 2017, a motion was made, seconded and carried that we ask the association of congregations to give permission to take out a loan of up to \$200,000 using property as collateral to pay off our current line of credit obligation at United Prairie Bank.

WHEREAS the cash flow of annual operations varies from month to month and income does not always match the expense of any given month, and

WHEREAS in 2016 it was necessary to increase cash flow borrowing up to \$200,000 a total that United Prairie Bank will not support as a line of credit loan, and

WHEREAS the Line of Credit for the calendar year 2017 has been lowered by the bank and the remaining outstanding operating debt at the renewal date needs to be paid off, and

WHEREAS the line of credit at this writing is at \$135,500 but may need to be tapped again before this loan can go through, the total of up to \$200,00 is necessary, and

WHEREAS real estate collateral is required in support of this loan, the action requires the approval from the GLLM congregations at a meeting of the corporation, and

WHEREAS in taking this action the Board is moving to address the operating issues causing this debt and at this time recognize that regular payments to pay down the debt will be an important discipline.

BE IT RESOLVED that the Green Lake Lutheran Ministries Association of Congregations hereby grants permission to Green Lake Lutheran Ministries Board of Directors and Executive Director to execute, negotiate and complete any necessary loan agreements with the United Prairie Bank. This action will be taken at the Annual Meeting of the Corporation on Tuesday, February 14, 2017.

Resolution #2– Withdrawal of Membership

WHEREAS the members of Grace Lutheran Church of Mankato, MN have requested to withdraw membership in the Green Lake Lutheran Ministries corporation,

THEREFORE BE IT RESOLVED that we regretfully remove Grace Lutheran Church of Mankato, MN as a member of the Green Lake Lutheran Ministries Corporation.

NOMINATIONS FOR GLLM BOARD OF DIRECTORS

Red Mastin	Atonement Lutheran	St. Cloud	Third term
Ann Rosendale	St. Mark's Lutheran	Sioux Falls, SD	Second term
David Struck	Trinity Lutheran	Moorhead	First term
Kris Tostengard-Michel	Bethlehem Lutheran	Minneapolis	Third term

Other nominees are needed and to be determined. Nominations welcome AFTER they have agreed to be on the ballot. Please send nominees to Mary Toufar co-chair / maryt@waconiafaithlutheran.com

NOTE: Seeking board members who offer skills and background in the area of change management, financial sustainability and auxiliary income potential.

The first and most important qualification for any board member is a good understanding of the mission that we share. At this time, we are also asking for board members who have any (or all) of the following characteristics / qualifications:

- Have a heart for this ministry
- Can think big picture and see outside the box
- Understand the nature of nonprofits and can help us move toward a sustainable future.
- Have non-profit board experience