



*Parish & School
Operating Results
June 30, 2007*

*Archdiocese of Baltimore
Parish/School Management In-Service
March 6, 2008*



1. Capital Projects & IPLF Summary
2. Parish Operating Results
3. School Operating Results
4. Cemeteries
5. Supplemental Schedules



*Archdiocesan Capital Projects
As of December 15, 2007*

*Archdiocese of Baltimore
Parish/School Management In-Service
March 6, 2008*

Total Capital Projects \geq \$300,000 Since 1997 (000s)



	Completed		In-Process		Future		Total	
	#	\$\$	#	\$\$	#	\$\$	#	\$\$
Parish	76	\$ 182,428	30	\$ 71,800	15	\$ 33,005	121	\$ 287,233
School	35	83,911	12	23,150	2	6,000	49	113,061
Total	111	\$ 266,339	42	\$ 94,950	17	\$ 39,005	170	\$ 400,294

Completed Capital Projects \geq \$300,000 Since 1997



	Completed Capital Projects	
	#	\$\$\$ (000s)
Parish:		
Church Building	31	\$ 120,637
Multi-Purpose	22	39,096
Other	23	22,695
	<hr/>	<hr/>
Total Parish	76	182,428
	<hr/>	<hr/>
School:		
School Building	26	79,367
Other	9	4,544
	<hr/>	<hr/>
Total School	35	83,911
	<hr/>	<hr/>
Total	111	\$ 266,339
	<hr/> <hr/>	<hr/> <hr/>

In-Process Capital Projects \geq \$300,000



	In-Process Capital Projects	
	#	\$\$\$ (000s)
Parish:		
Church Building	16	\$ 35,700
Multi-Purpose	9	23,900
Other	5	12,200
	<hr/>	
Total Parish	30	71,800
	<hr/>	
School:		
School Building	6	12,150
Other	6	11,000
	<hr/>	
Total School	12	23,150
	<hr/>	
Total	42	\$ 94,950
	<hr/> <hr/>	

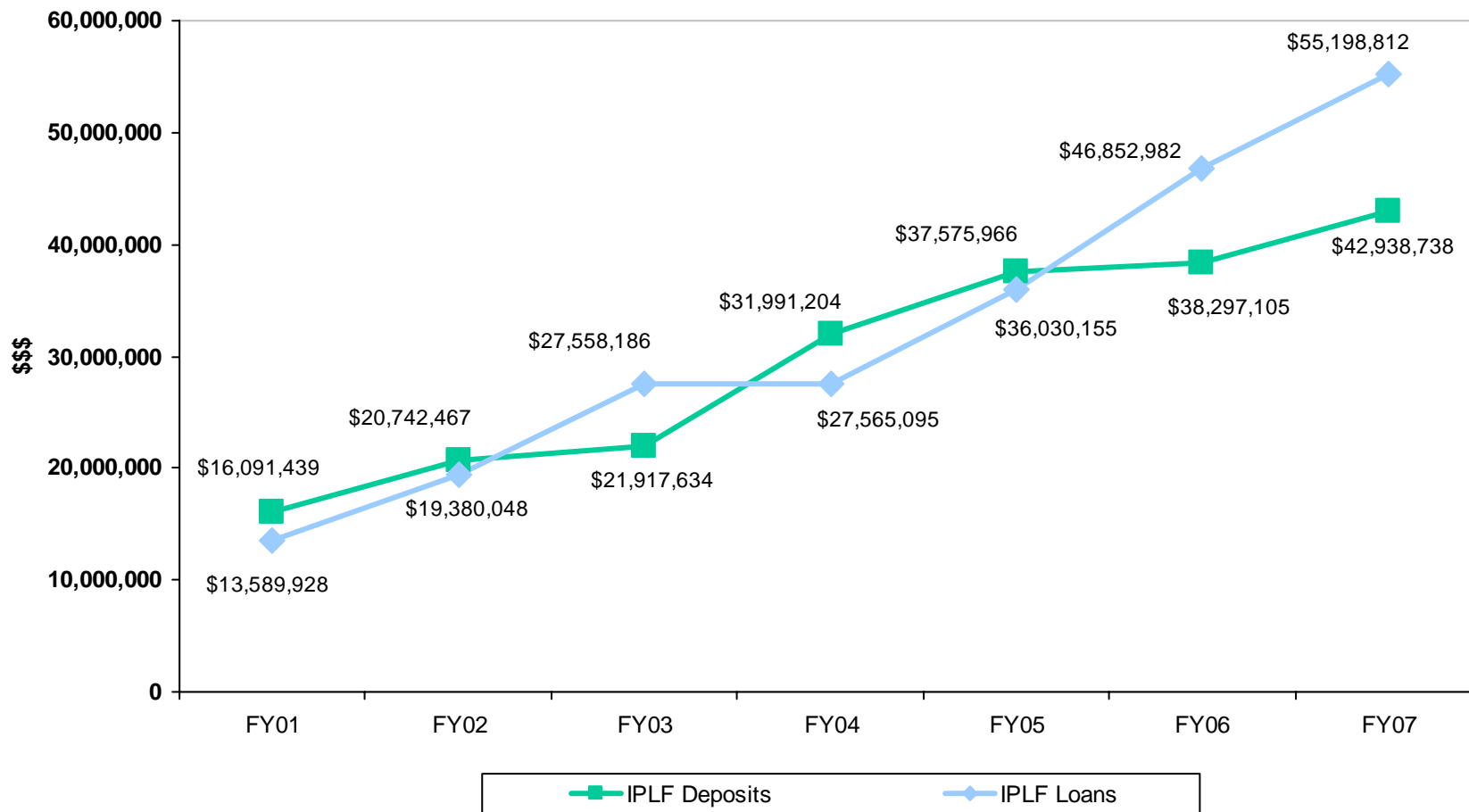
Future Capital Projects \geq \$300,000



	Future Capital Projects	
	#	\$\$\$ (000s)
Parish:		
Church Building	8	\$ 20,950
Multi-Purpose	4	5,855
Other	3	6,200
		-
Total Parish	15	33,005
School:		
School Building	1	3,000
Other	1	3,000
Total School	2	6,000
Total	17	\$ 39,005

Consolidated IPLF Deposits & Loans

FY01-- FY07



IPLF Program - Summary (in \$000s)



	<u># of Locations</u>	<u>Deposits</u>	<u># of Locations</u>	<u>Loans</u>	<u>Net Amount</u>
June 30, 2007	138	42,939	55	55,199	(12,260)
New Deposits/Loans	4	7,813	2	3,181	4,632
Withdrawals/Payments	0	(7,191)	1	(2,855)	(4,336)
November 30, 2007	<u>142</u>	<u>43,561</u>	<u>56</u>	<u>55,525</u>	<u>(11,964)</u>
FY 2008 Net Change	<u>4</u>	<u>622</u>	<u>1</u>	<u>326</u>	<u>296</u>

\$12m Negative Cash Flow is Covered by Long-Term Debt



*Archdiocesan Parish
Operating Results
for the year ended
June 30, 2007*

*Archdiocese of Baltimore
Parish/School Management In-Service
March 6, 2008*



1. 2% annual decline in mass attendance since FY2001
 - Urban experiencing the largest decline at 4%

2. Registered parishioners remained relatively stable across the Archdiocese
 - Urban Vicariate has experienced a decline of 4% since FY2001

3. Less than 1/3 of registered parishioners attend mass in the Eastern & Western Vicariates, 40% attend mass in the Urban Vicariate

4. Offertory per mass attendee grew at 5% per year since FY2001
 - Largest growth in the Western Vicariate at 6%
 - Urban Vicariate brings in almost \$100 more per attendee

5. Offertory has grown by 3% per year since FY2001
 - Prior to FY2003 offertory had grown by 13% and 8% in FY2001 and FY2002, respectively
 - In FY2003, the growth in offertory was 0.1%, and has averaged a little over 3% since then



6. Parishes had a Consolidated Net Surplus of \$4.4m for FY07, an increase of \$854k over FY06. The increase is primarily due to the earnings from a large bequest received by a parish during FY07.
7. Between FY2003 – FY2005 the growth in operating expenses outpaced the growth in operating revenues
 - FY2005 had the lowest overall parish operating surplus
 - FY2005 had the largest number of parishes with operating deficits
8. Parish Operating Funds reached a low point in FY2006
 - Three years of declines in operations resulted in significant use of cash
 - FY2007 first year of reporting with Standardized Accounting Program, therefore more accurate reporting of bank/investment accounts
9. Even with only \$600k less in operating funds in FY2007 vs. FY2001, the number of weeks of operating cash has declined by 3 weeks because of the growth in operating revenue

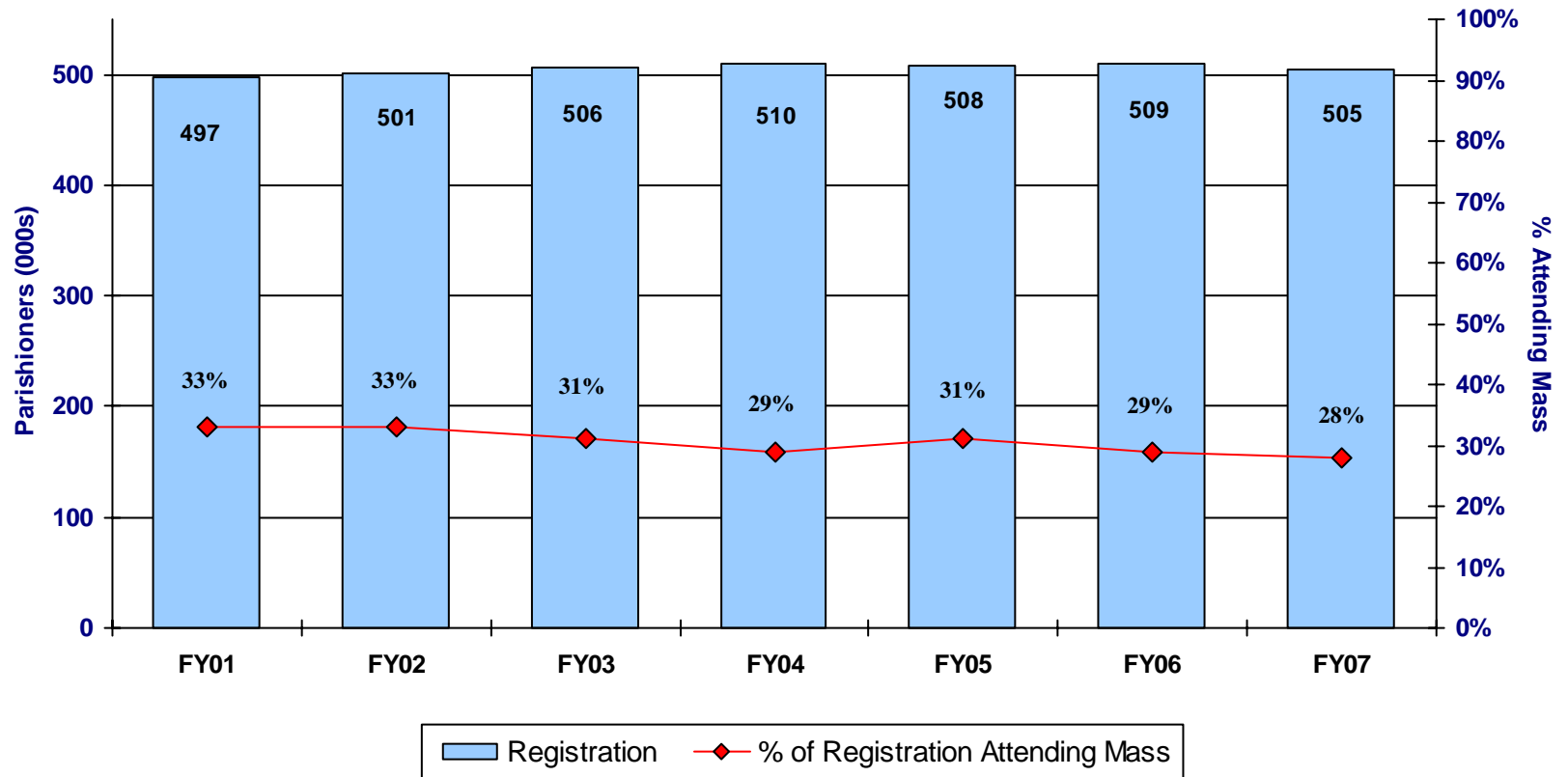


10. 54 parishes reported endowments totaling \$26.6m in FY07
 - 10 parishes with endowments > \$500k make up 80% of the endowment assets

11. 118 parishes are using QuickBooks Online, 38 remain to be converted
 - Parish annual financial reporting improved, 13 less reports were outstanding as of November 26, 2007

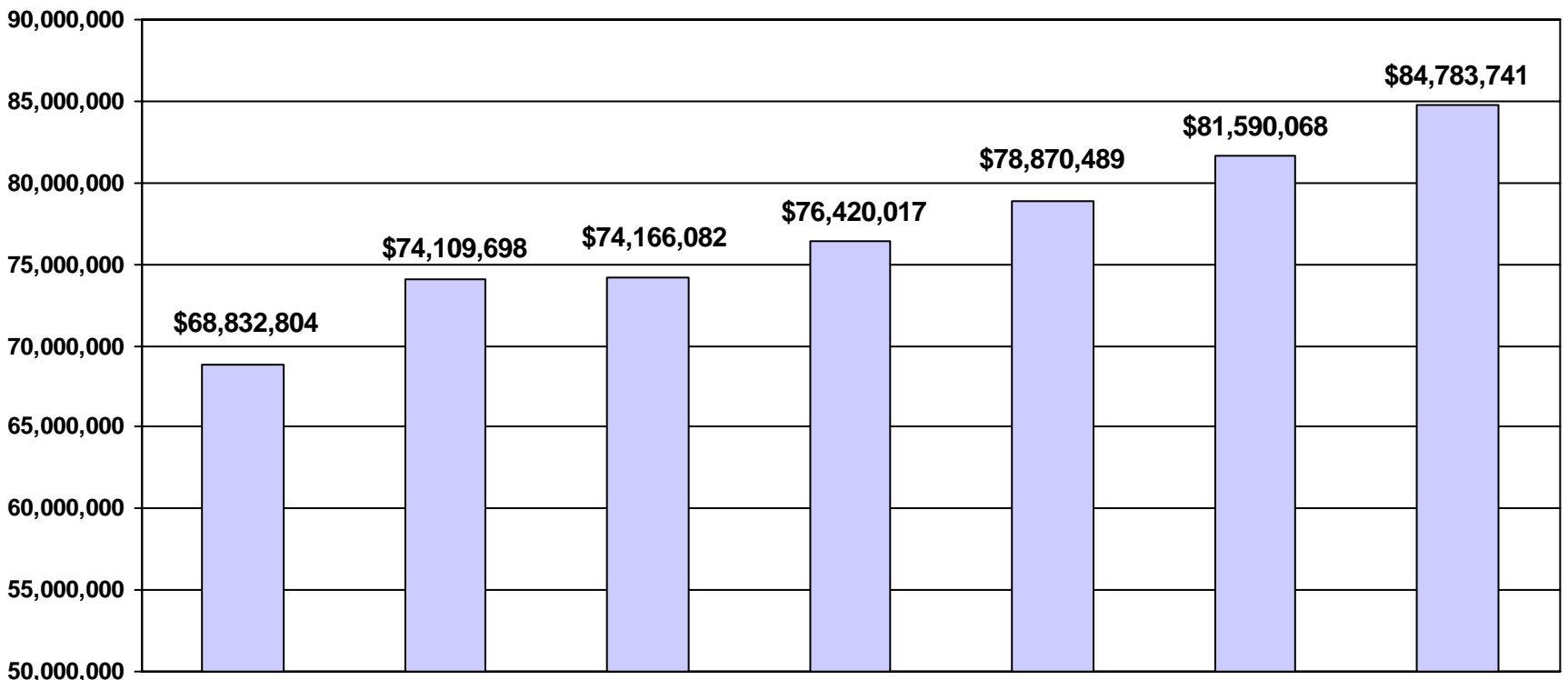
Parish Registration & Mass Attendance

FY01 -- FY07 (000s)



Parish Offertory Collections

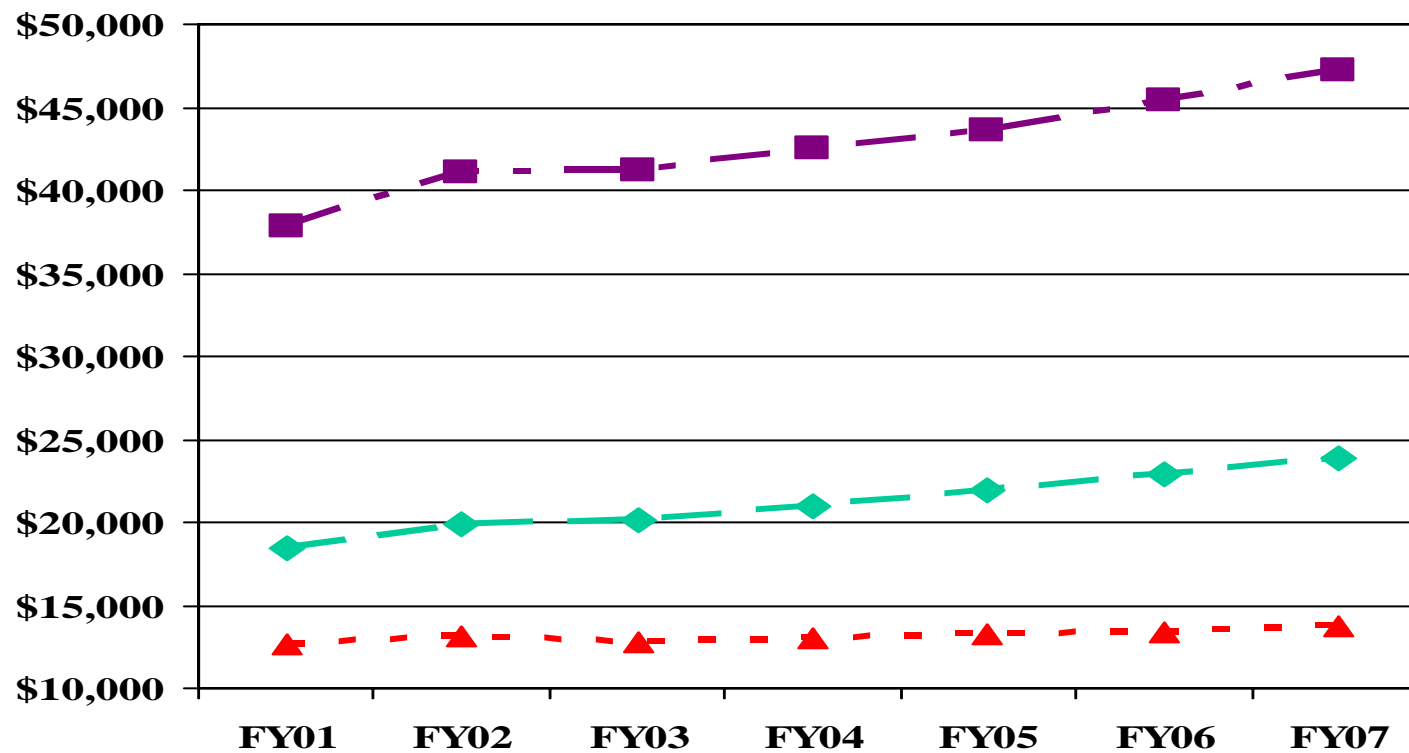
FY01-- FY07



	FY01	FY02	FY03	FY04	FY05	FY06	FY07
% Change	13.1%	7.7%	0.1%	3.0%	3.2%	3.4%	3.9%
CAGR							3.0%

Parishes ~ Offertory by Vicariate

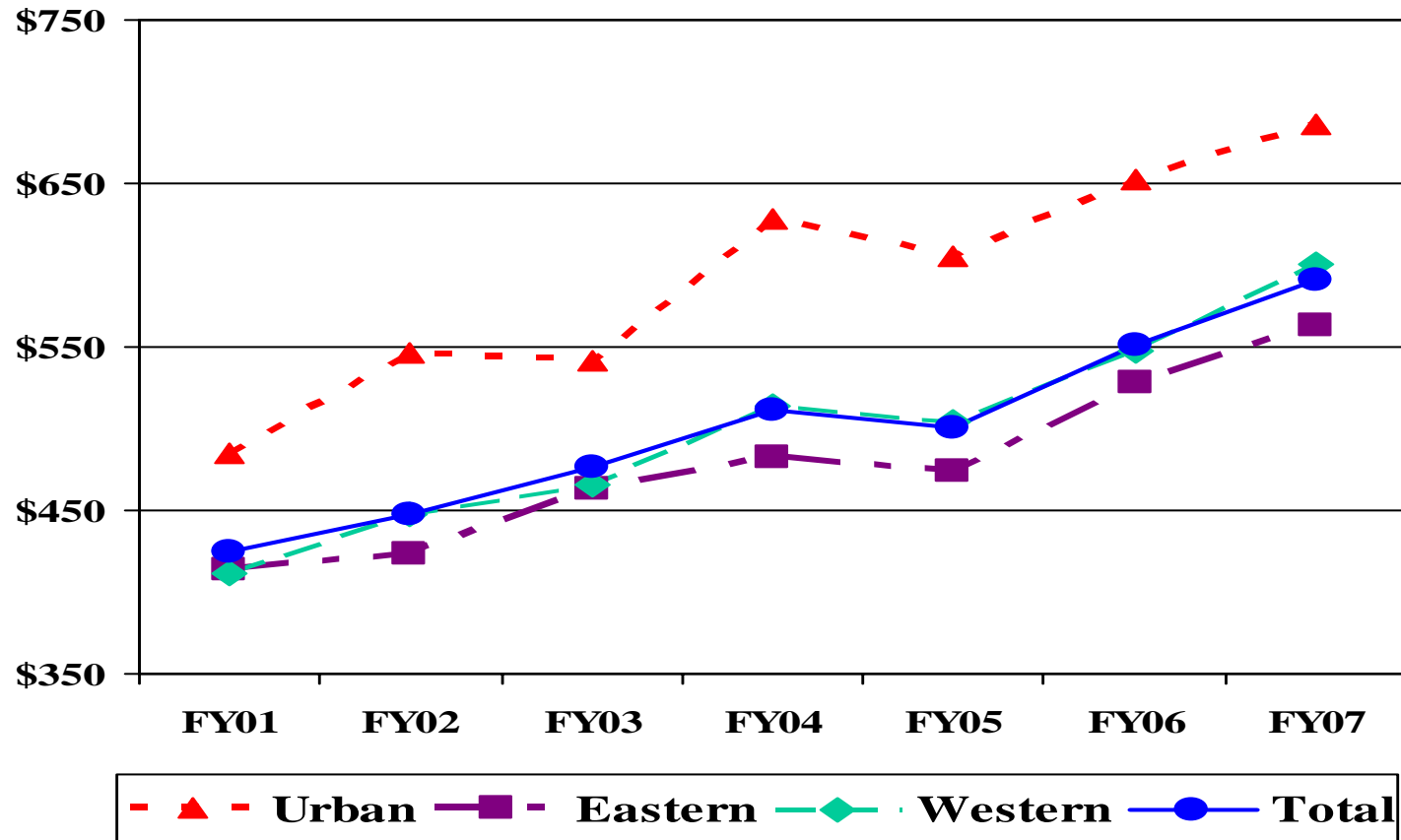
FY01 - FY07 (000s)



- ▲ - **Urban**
 - ■ - **Eastern**
 - ◆ - **Western**

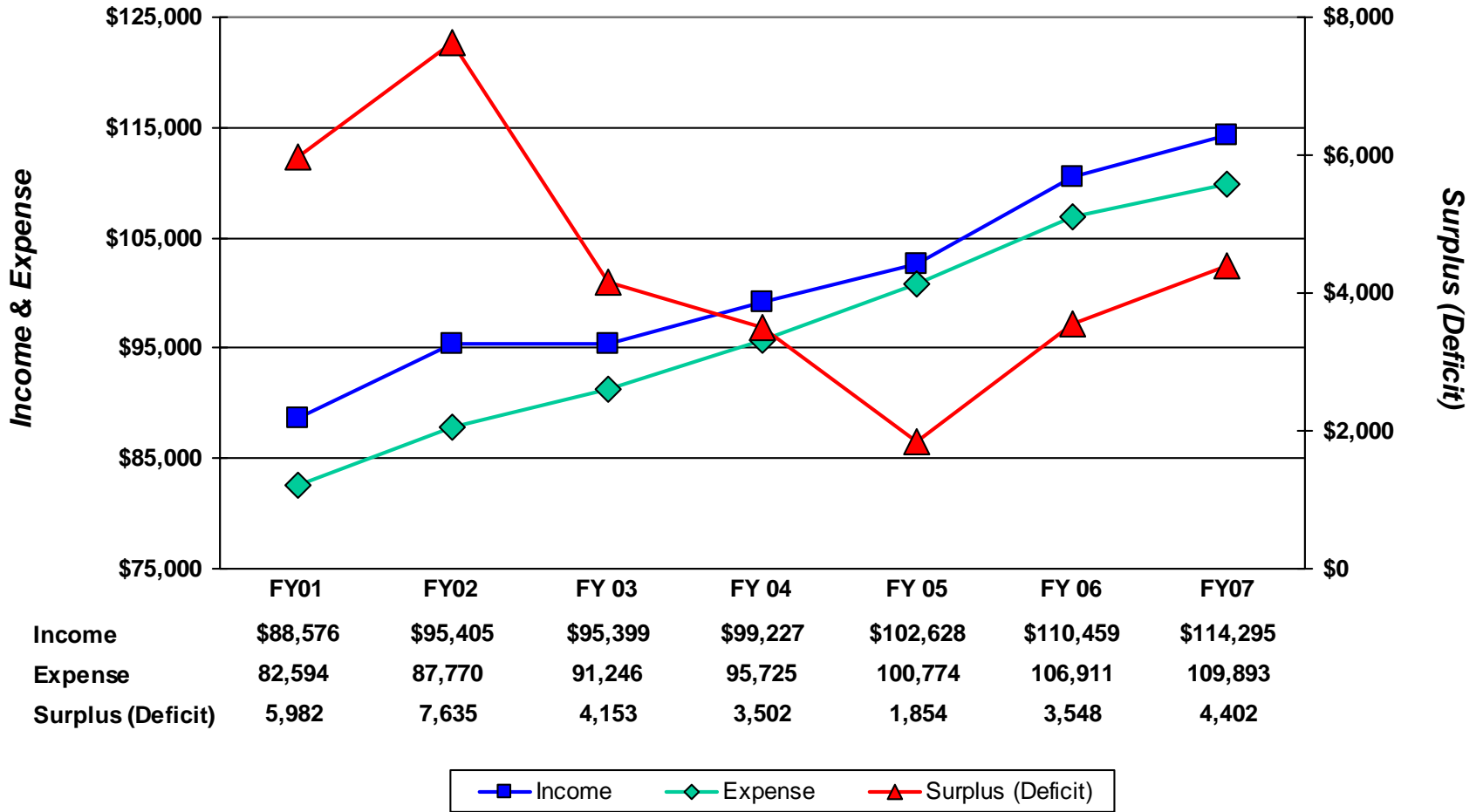
CAGR 1.2% 3.3% 3.7%

Parishes ~ Offertory per Mass Attendee FY01 - FY07



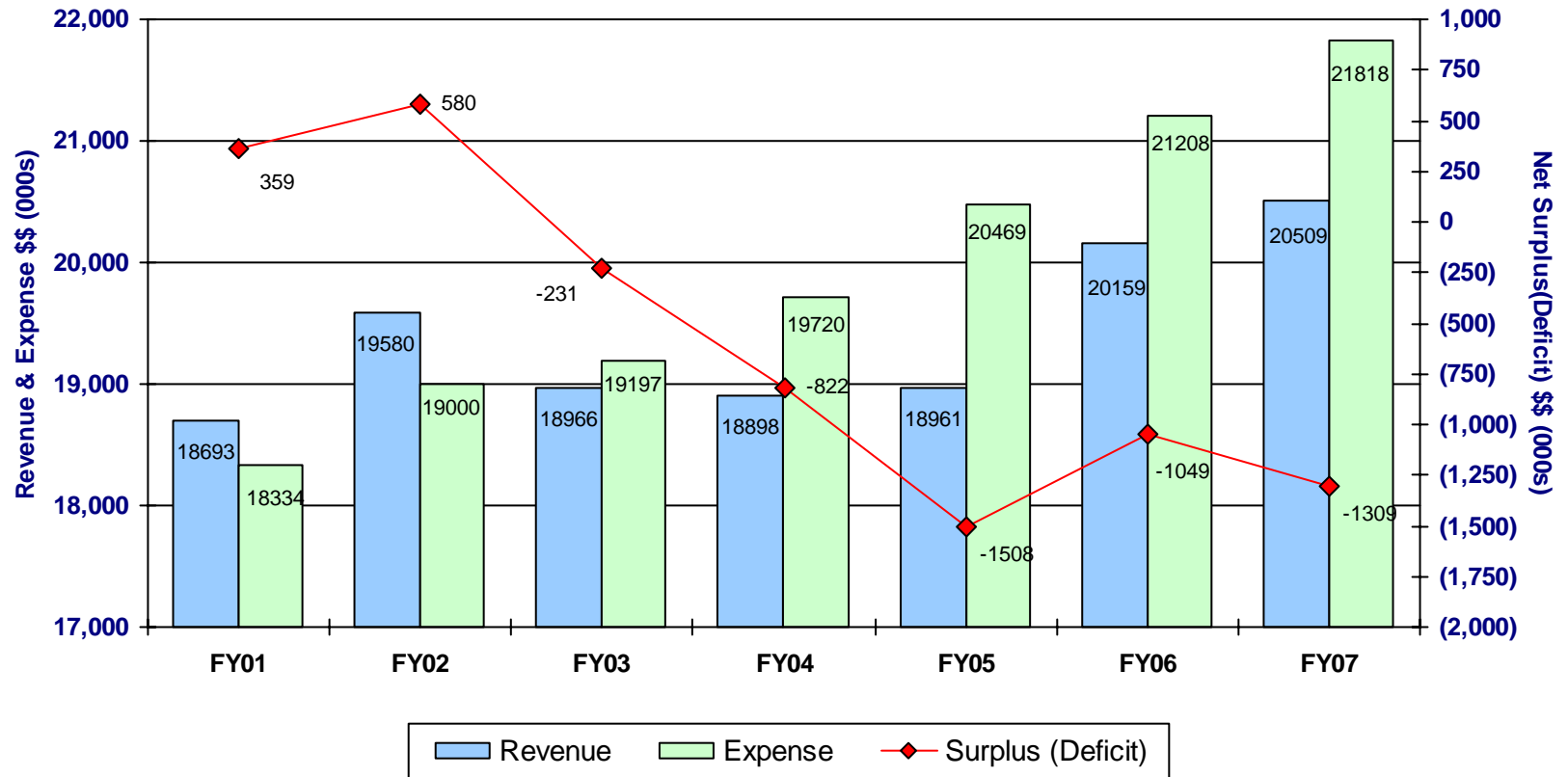
Consolidated Parish Operating Results by Year

FY 01 – FY07 (000s)



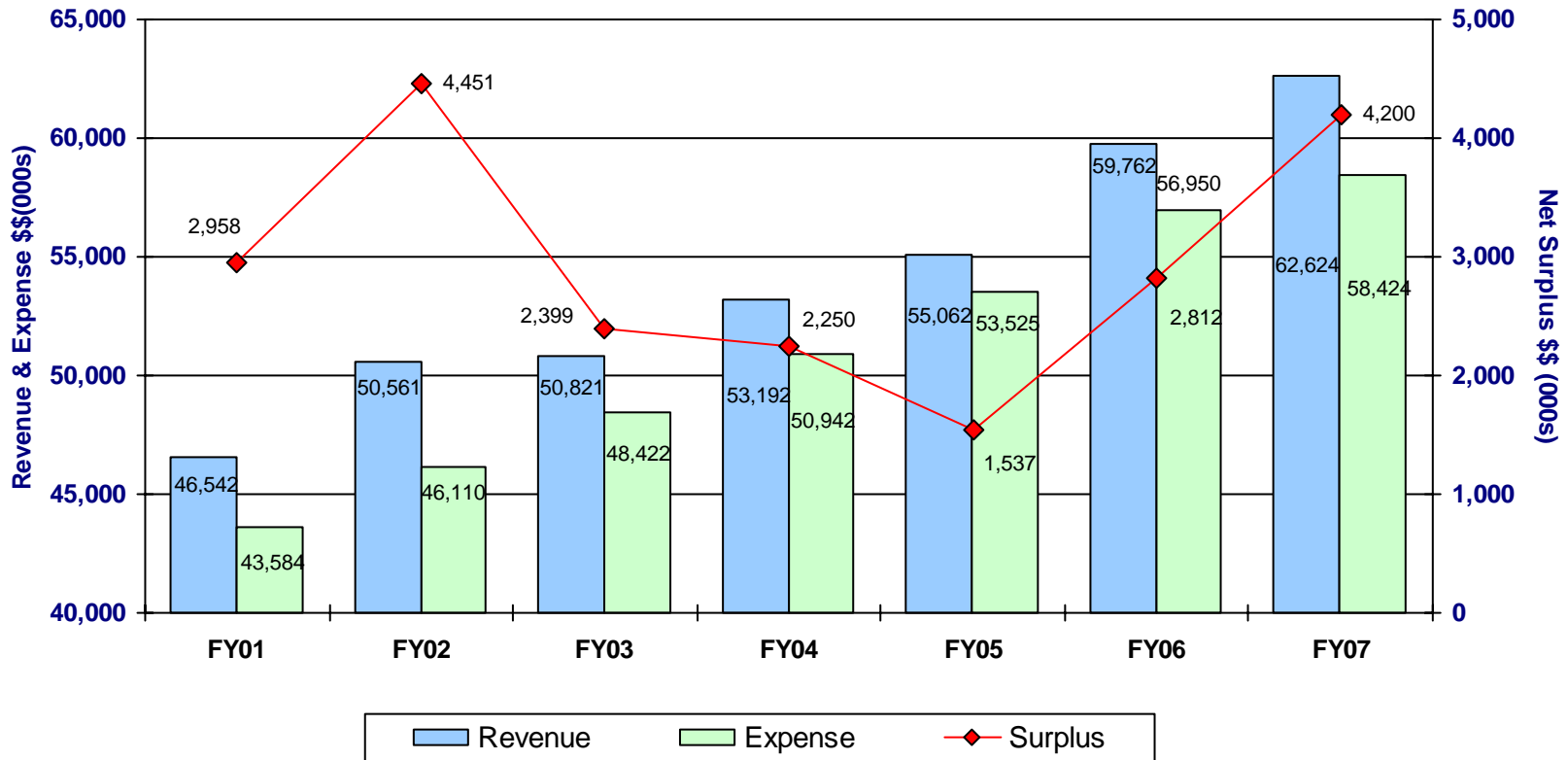
Urban Vicariate Operating Results

FY01 -- FY07 (000s)



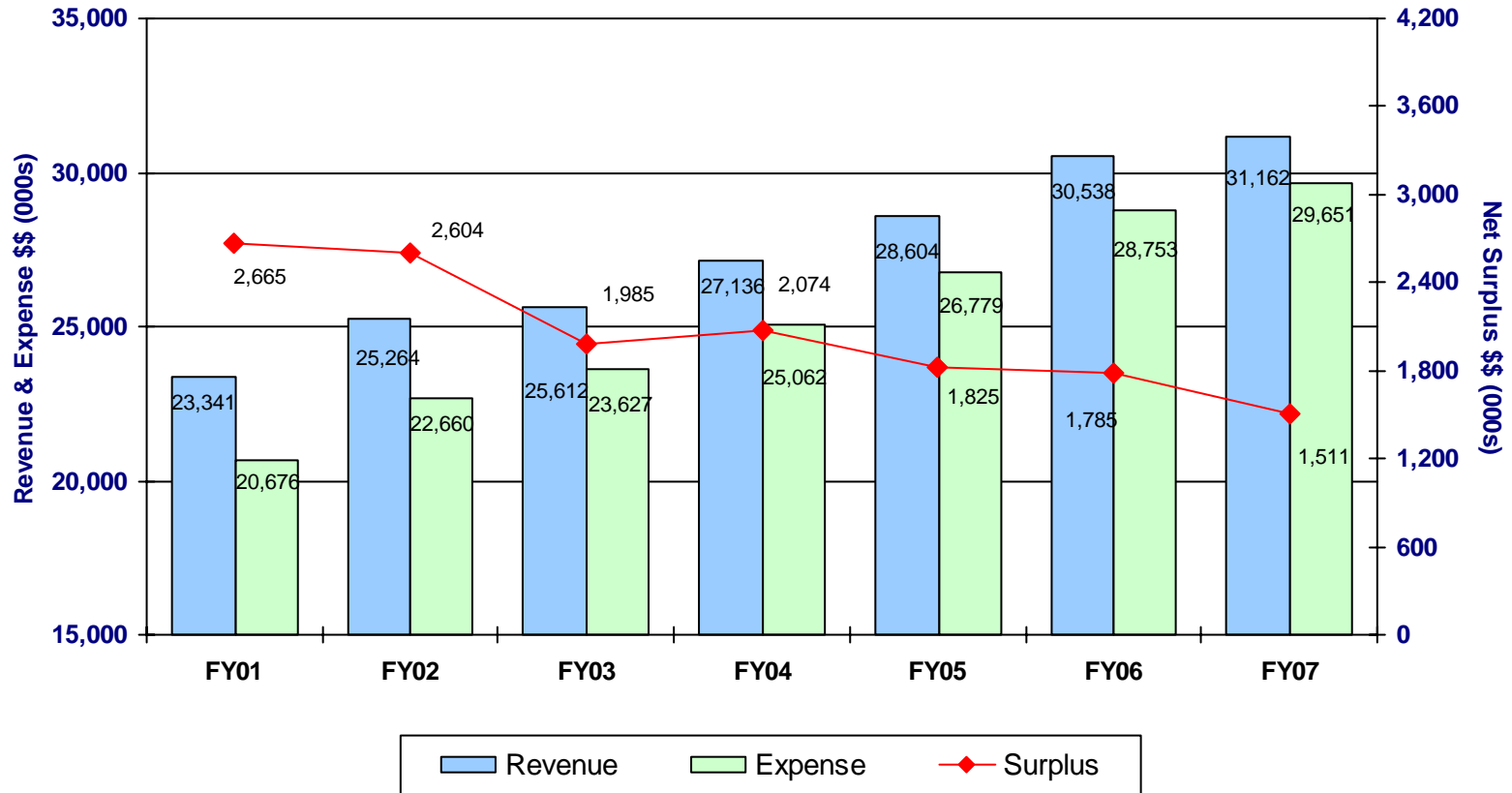
Eastern Vicariate Operating Results

FY01 – FY07 (000s)

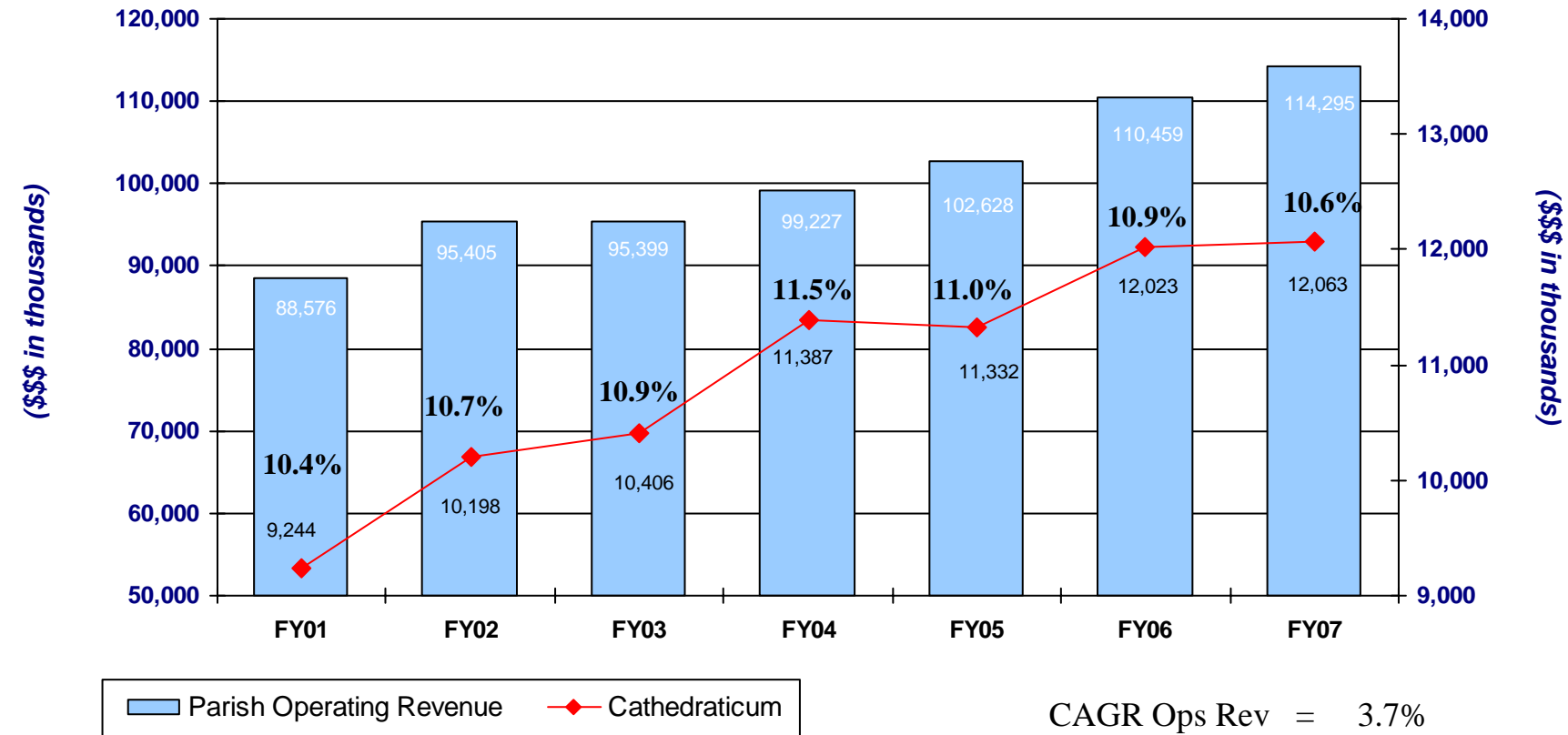


Western Vicariate Operating Results

FY01 -- FY07 (000s)



Parish Operating Revenue vs. Cathedraticum Cash FY01 -- FY07 (000s)



CAGR Ops Rev = 3.7%

CAGR Cath Cash = 3.9%

Weighted AVG % = 10.9%

Parish Operating Results

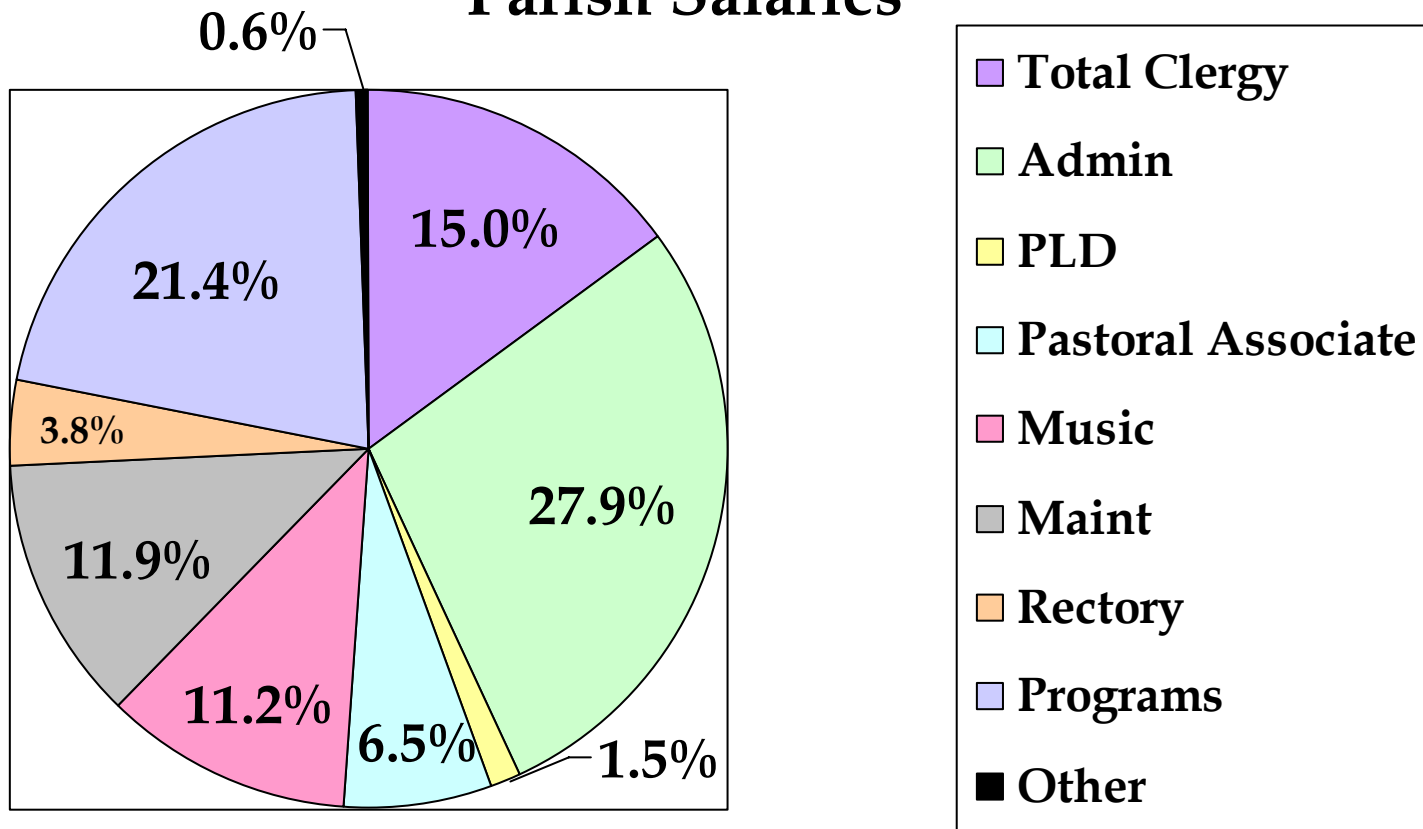
of Deficits/Surpluses FY01 -- FY07



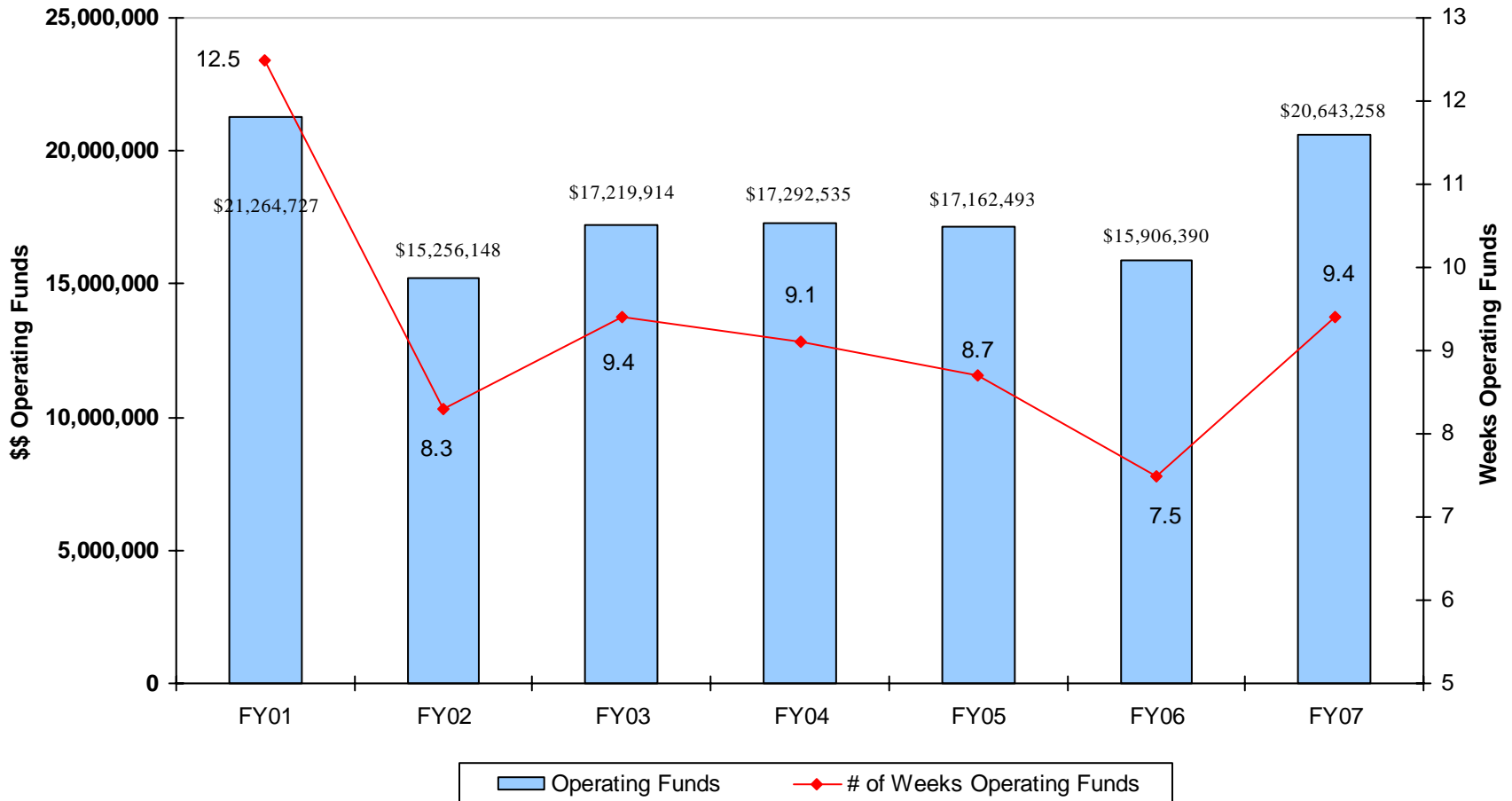
Reported Deficit	Number of Parishes							Losses	
	FY01	FY02	FY03	FY04	FY05	FY06	FY07	Repeat	New
Urban	25	20	28	33	31	30	28	21	7
Eastern	15	9	14	20	28	19	19	11	8
Western	7	8	13	15	15	16	16	8	8
Total	47	37	55	68	74	65	63	40	23
Reported Surplus								% With Surplus	
								FY06	FY07
Urban	29	34	24	19	19	20	22	40%	44%
Eastern	50	56	51	45	36	45	45	70%	70%
Western	35	34	29	28	27	26	26	62%	62%
Total	114	124	104	92	82	91	93	58%	60%
Totals									
Urban	54	54	52 [↓]	52	50 [↓]	50	50		
Eastern	65	65	65	65	64 [↓]	64	64		
Western	42	42	42	43 [↓]	42 [↓]	42	42		
Total	161	161	159	160	156	156	156		



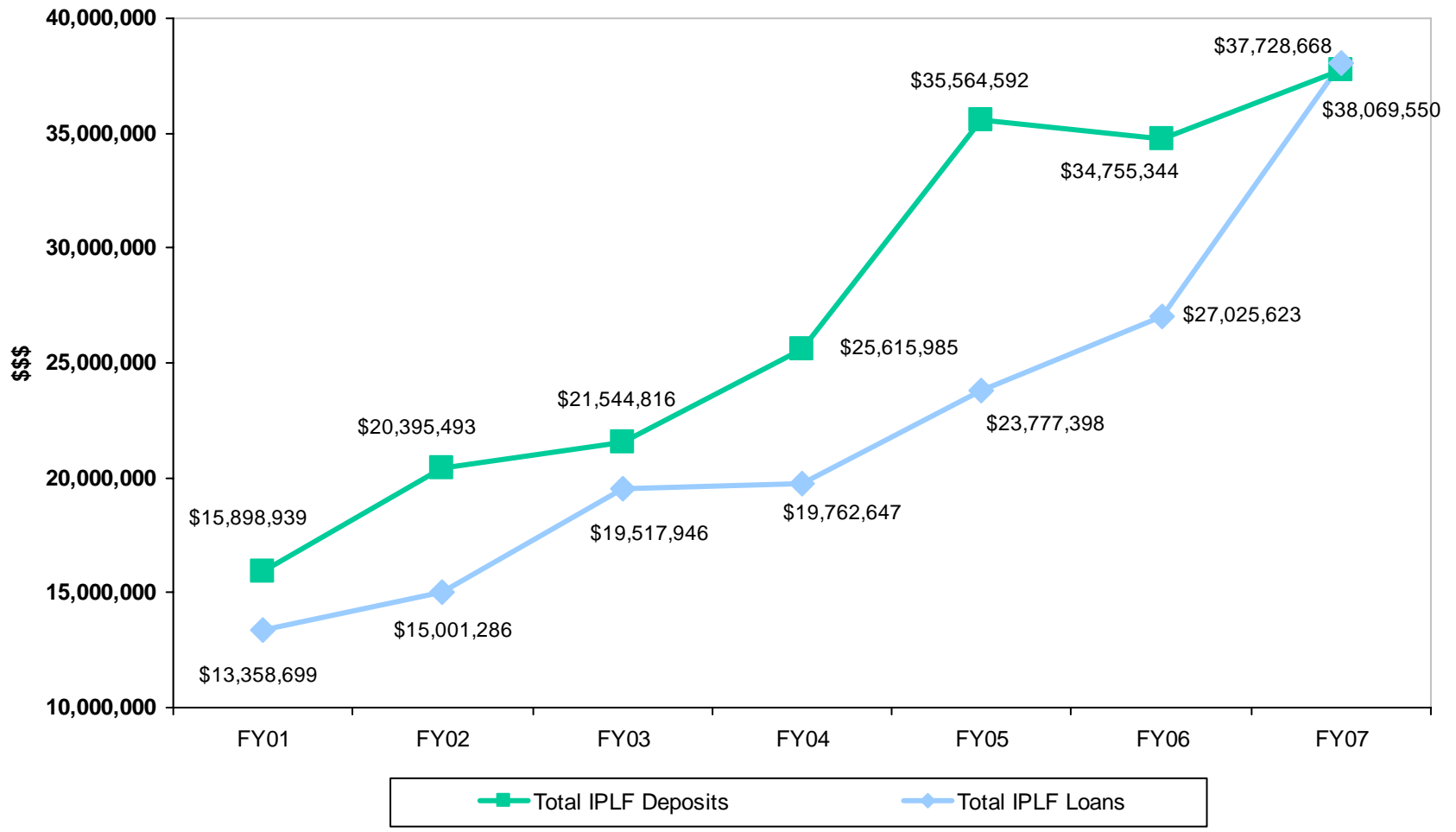
Parish Salaries



Parish Operating Funds FY01-- FY07



Parish IPLF Deposits & Loans FY01-- FY07





*Archdiocesan Elementary School
Operating Results
for the year ended
June 30, 2007*

*Archdiocese of Baltimore
Parish/School Management In-Service
March 6, 2008*



1. Enrollment has steadily declined since 2003 by approximately 2.4% a year.
 - The Urban Vicariate remained steady between 07-08
 - The Eastern and Western vicariates both declined by 3%.
 - 28 Schools lost 10 or more students between 07 & 08
 - 13 Schools gained 10 or more students between 07 & 08
2. 8 elementary schools(4 Urban, 3 Eastern, 1 Western) have closed
3. 6 schools(5 Urban, 1 Western) have merged into 3 (2 Urban, 1 Western)
4. 2 new schools (Eastern) have opened.
5. The number receiving financial aid increased in FY07 by 6%
 - Dollars of aid increased primarily in the urban vicariate from PIE
6. The number receiving financial aid appears to have declined in FY08
 - The western vicariate declined 36% between FY07 and FY08
7. Over 65% of total enrollment in the urban vicariate receives tuition assistance

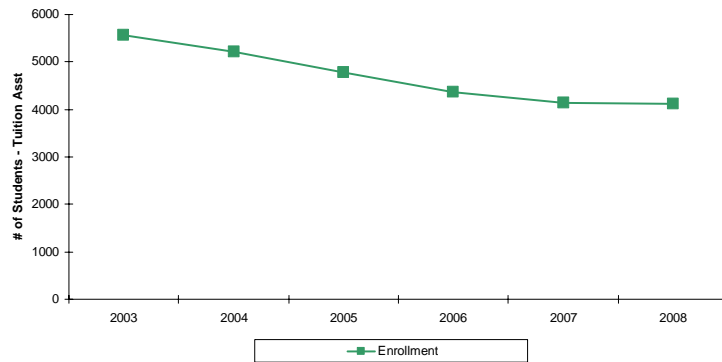


8. Revenue and Expenses have grown steadily over the last five years, with a compound annual growth rate of 6.5 and 6.8%, respectively.
9. In the current year income was sufficient to cover expenses in all vicariates.
10. The number of schools reporting deficits in FY07 increased by 1.
11. The increases in salaries and benefits are driving the increase in expenses. However, schools with cash shortfalls do not pay their benefits bills and do not accrue the expense, therefore results may be understated.
12. The Archdiocese remains significantly behind its public counterparts – we are at 70% of the average public school starting salary.
13. The Archdiocese is also behind its diocesan counterparts in salaries offered, we are the 4th lowest out of the 5 regional dioceses
14. 46 schools have converted to QuickBooks Online, with 10 remaining.
 - School annual financial reporting improved, 3 less reports were outstanding as of November 26, 2007

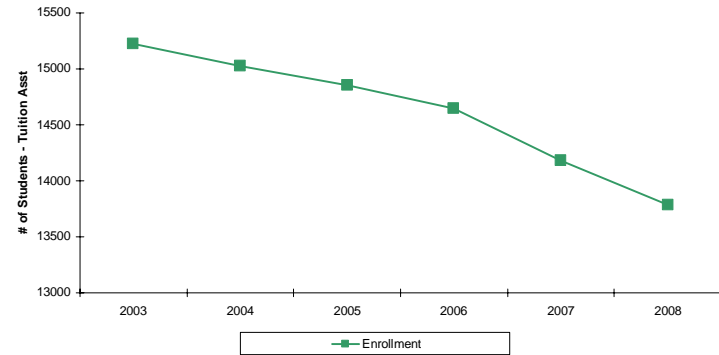
Elementary School Enrollment FY2002 - FY2008



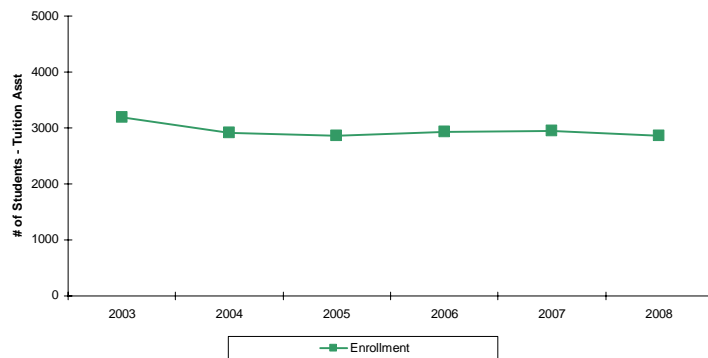
Urban Enrollment
CAGR = (4.8%)



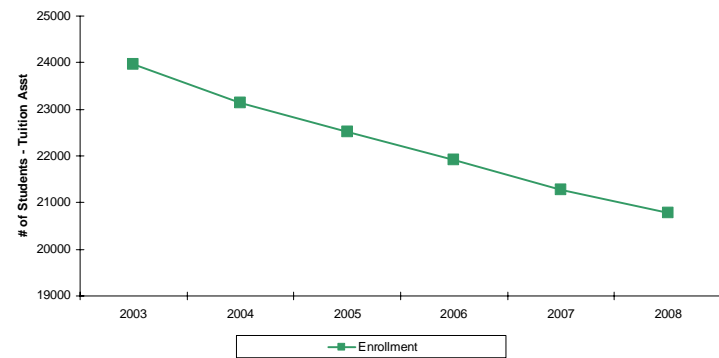
Eastern Enrollment
CAGR + (1.6%)



Western Enrollment
CAGR = (1.7%)



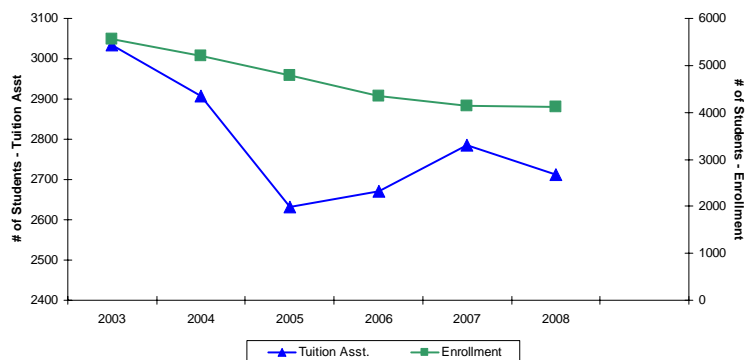
Total Enrollment
CaGR = (2.4%)



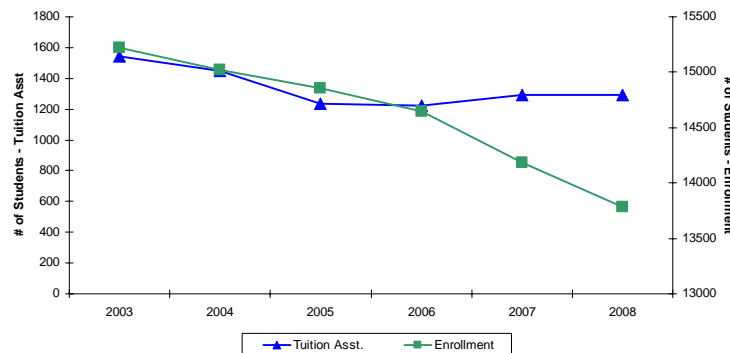
Elementary School Enrollment vs. # Receiving Tuition Assistance



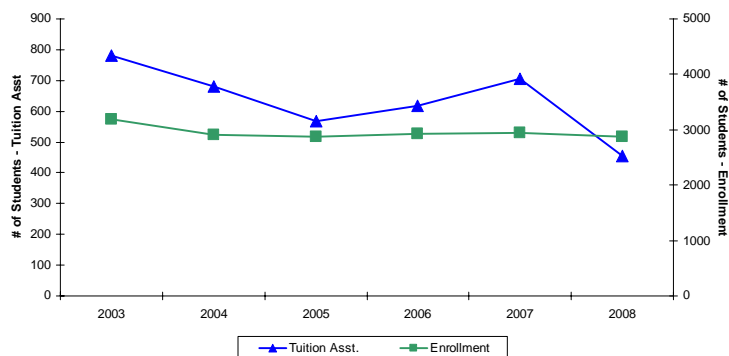
Urban Tuition Asst vs. Enrollment



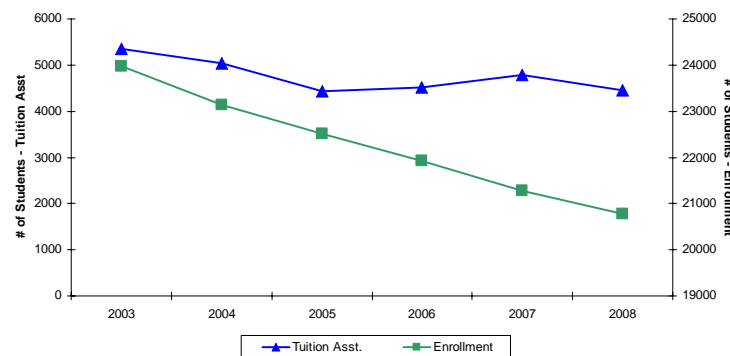
Eastern Tuition Asst vs. Enrollment



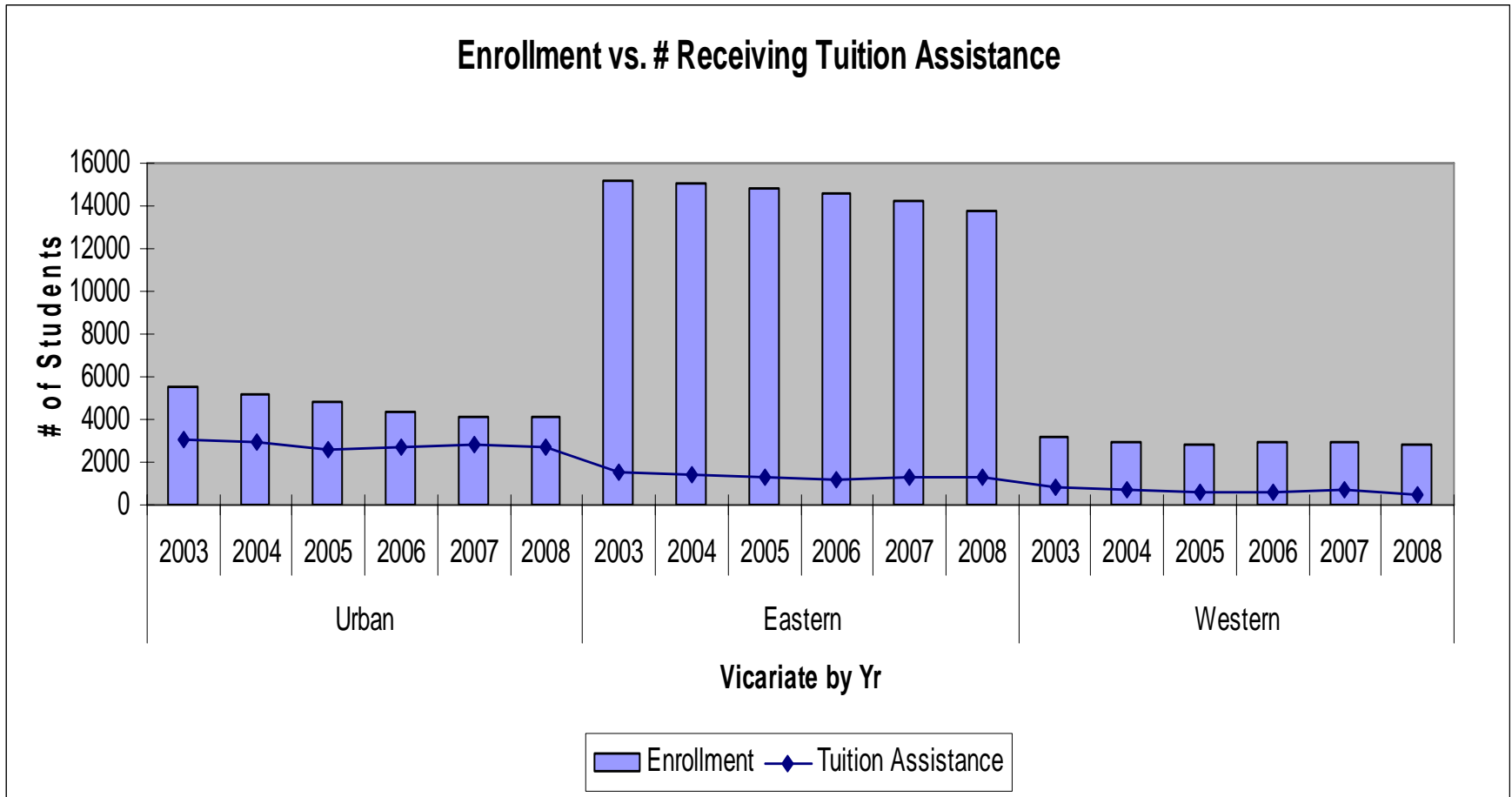
Western Tuition Asst vs. Enrollment



Total Tuition Asst vs. Enrollment



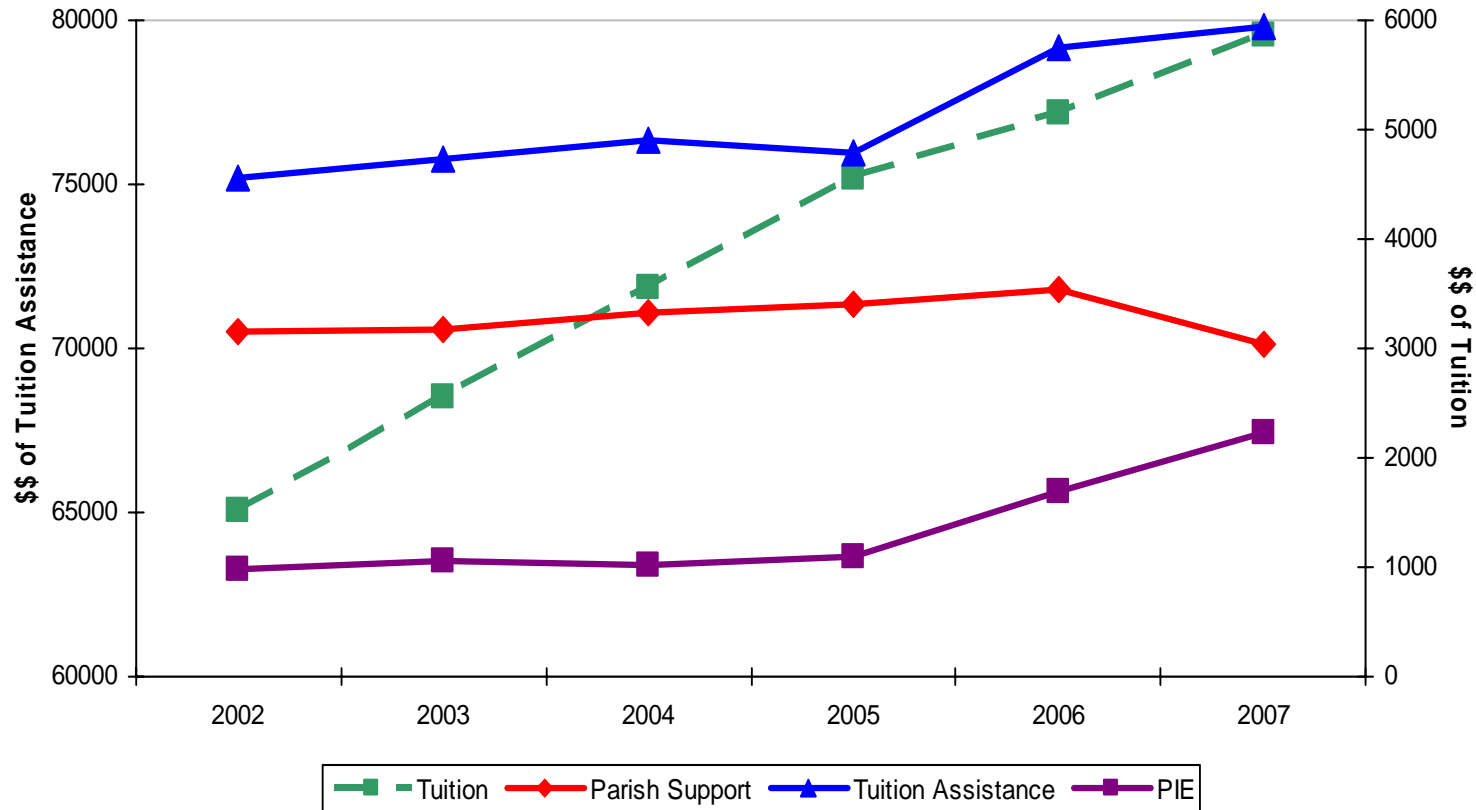
Elementary School Enrollment vs. # Receiving Tuition Assistance



Elementary School Tuition \$\$ vs. Tuition Assistance \$\$



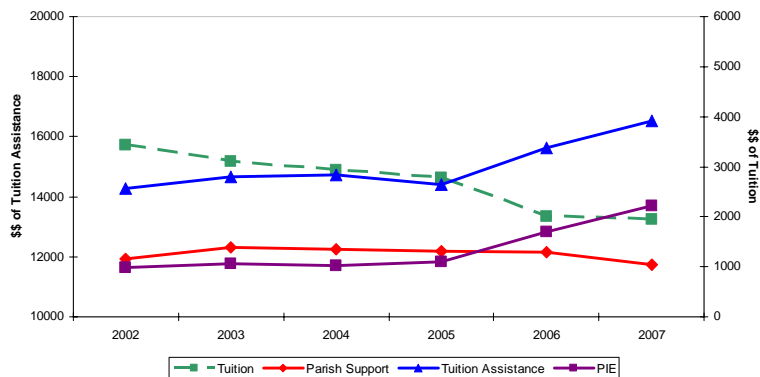
\$\$ Tuition Growth vs. \$\$ of Tuition Assistance



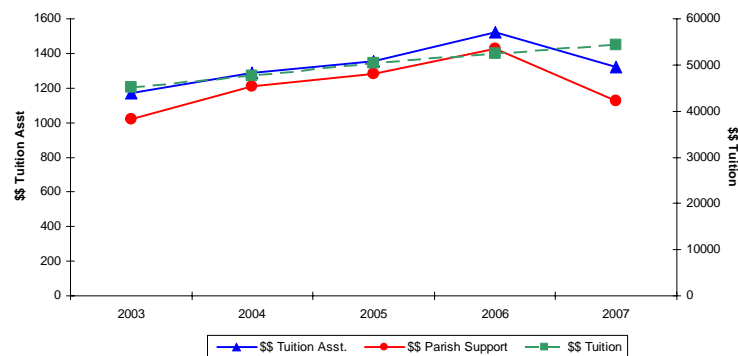
Elementary School Tuition \$\$ vs. Tuition Assistance \$\$ by Vicariate



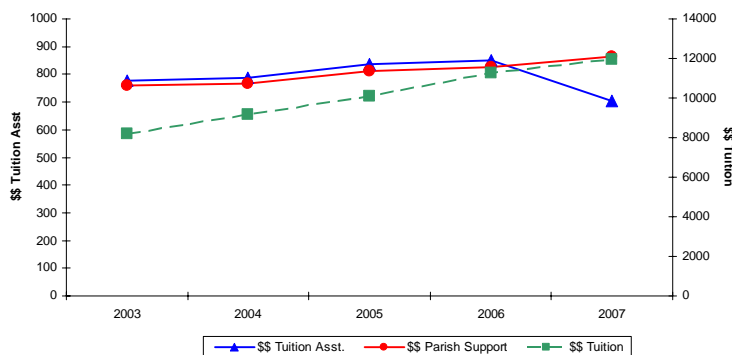
Urban Vicariate



Eastern Vicariate



Western Vicariate

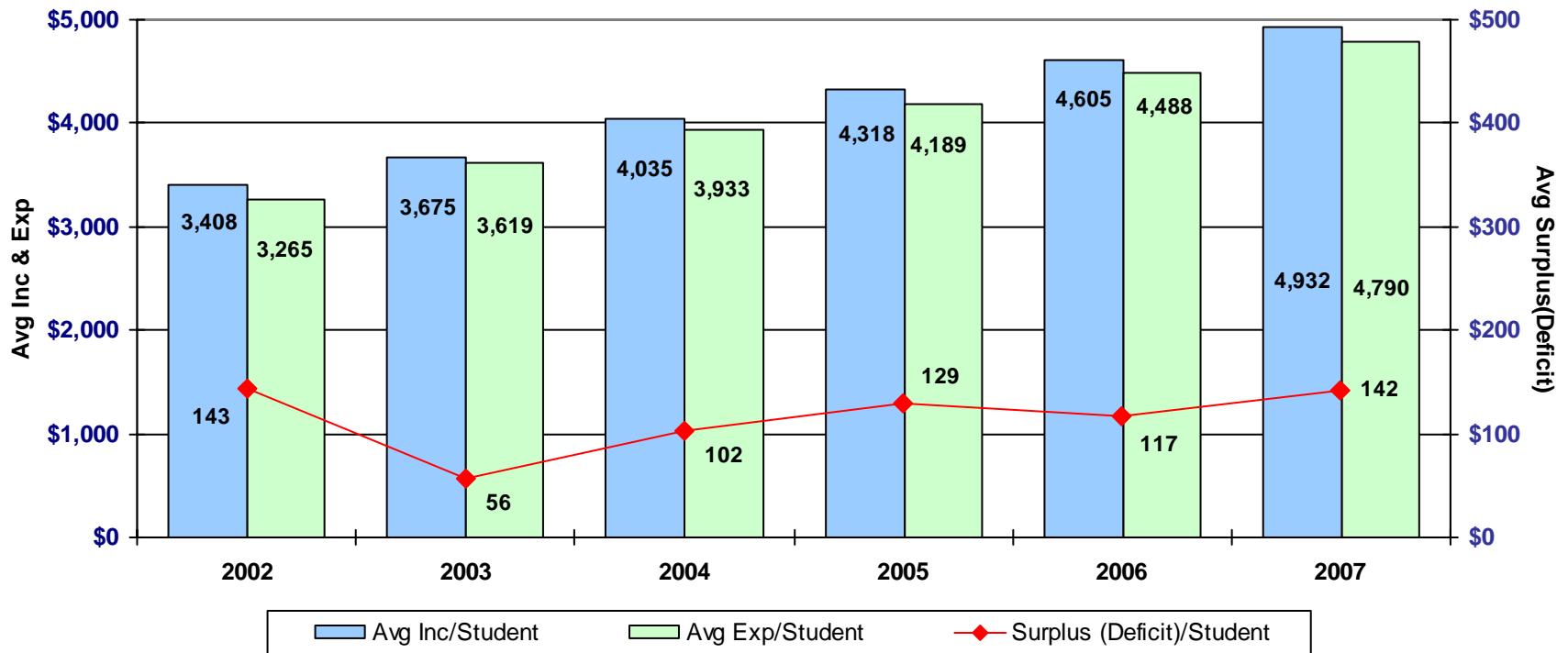


Elementary School Operating Results

Total FY2002 - FY2007



Total Per Student Avg Ops Inc vs. Avg Ops Exp



CAGR Income = 6.5%

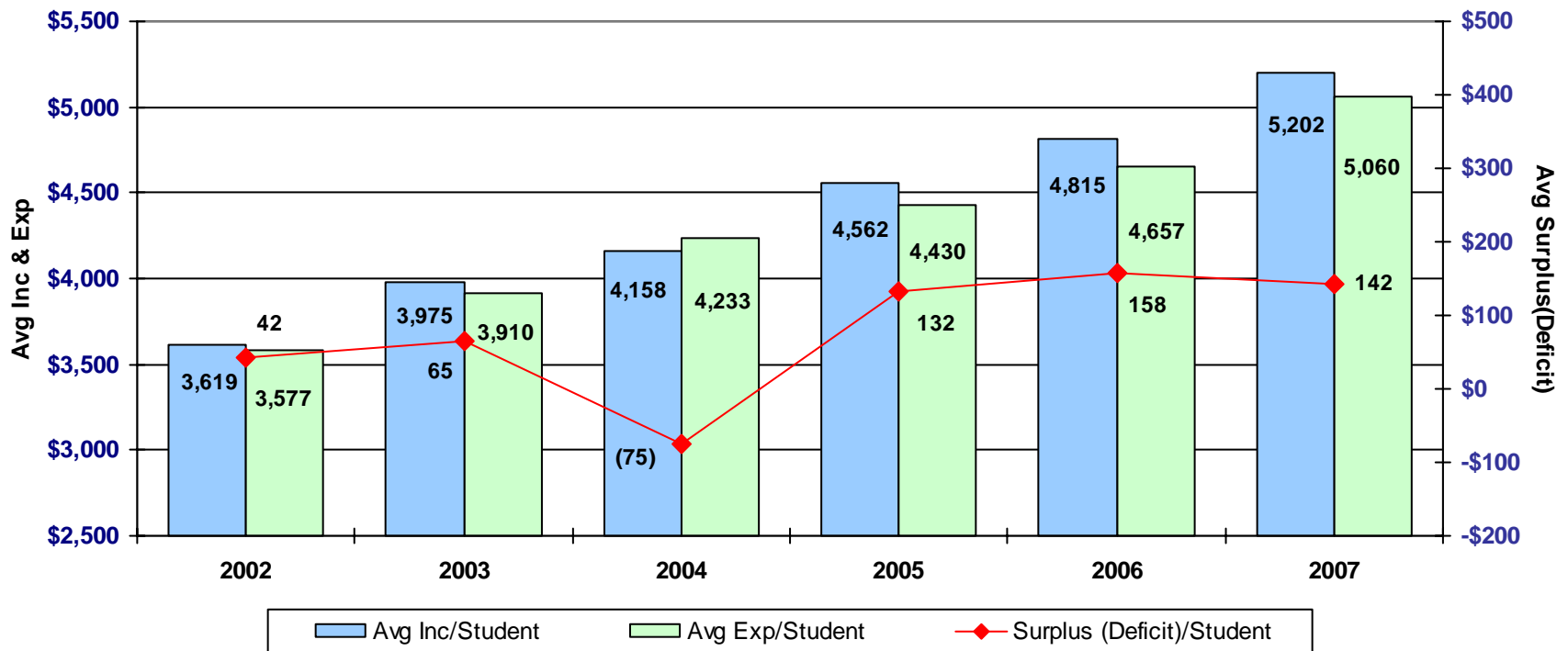
CAGR Expense = 6.8%

Elementary School Operating Results

Urban Vicariate FY2002 - FY2007



Urban Per Student Avg Ops Inc vs. Avg Ops Exp



CAGR Income = 6.2%

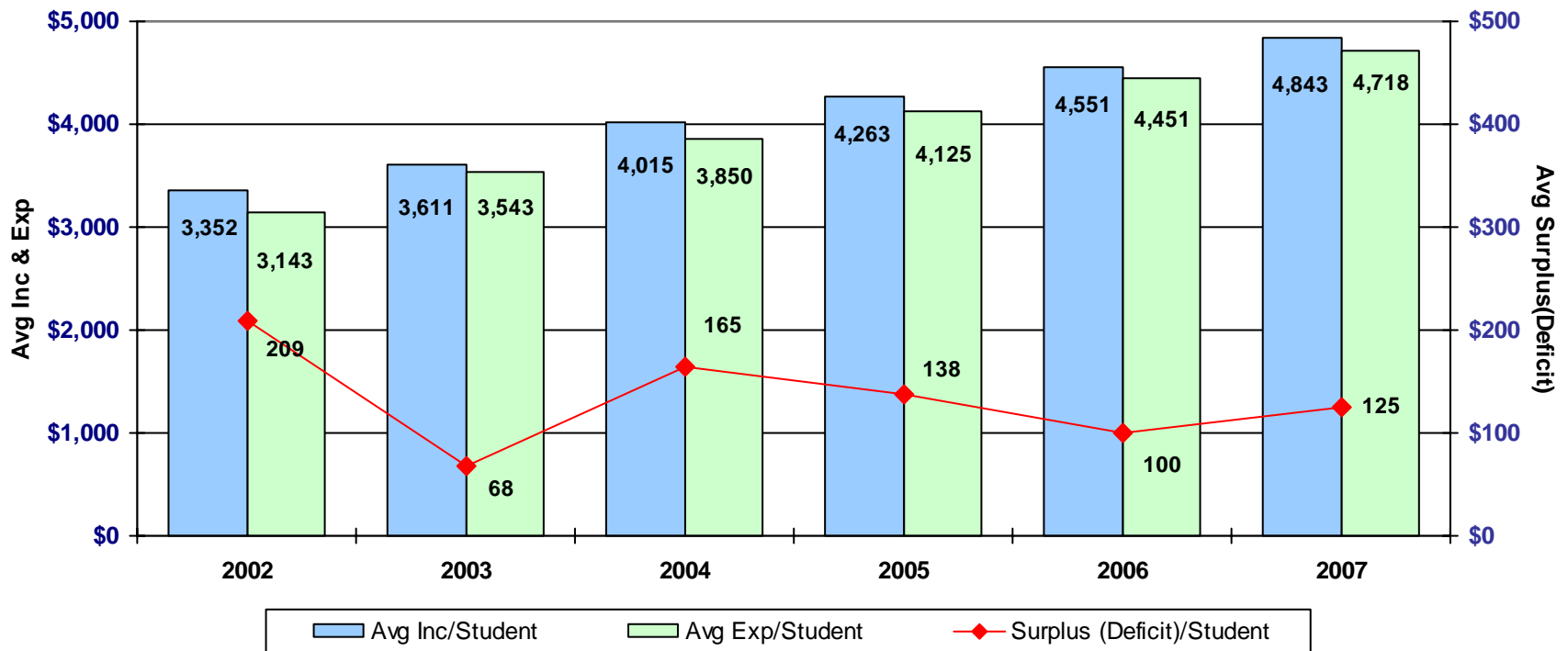
CAGR Expense = 6.0%

Elementary School Operating Results

Eastern Vicariate FY2002 - FY2007



Eastern Per Student Avg Ops Inc vs. Avg Ops Exp



CAGR Income = 6.3%

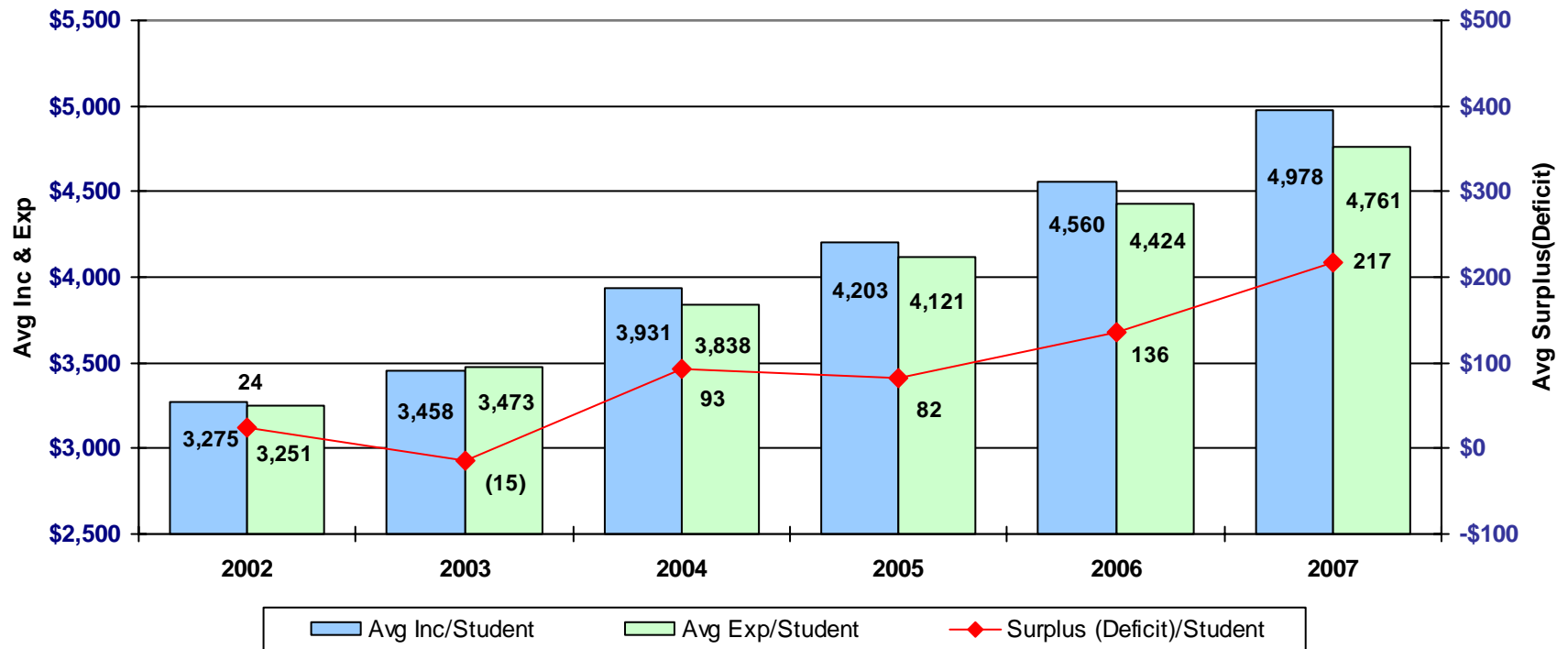
CAGR Expense = 7.0%

Elementary School Operating Results

Western Vicariate FY2002 - FY2007



Western Per Student Avg Ops Inc vs. Avg Ops Exp



CAGR Income = 8.5%

CAGR Expense = 7.9%

Elementary School Operating Results

of Deficits FY2002 - FY2007



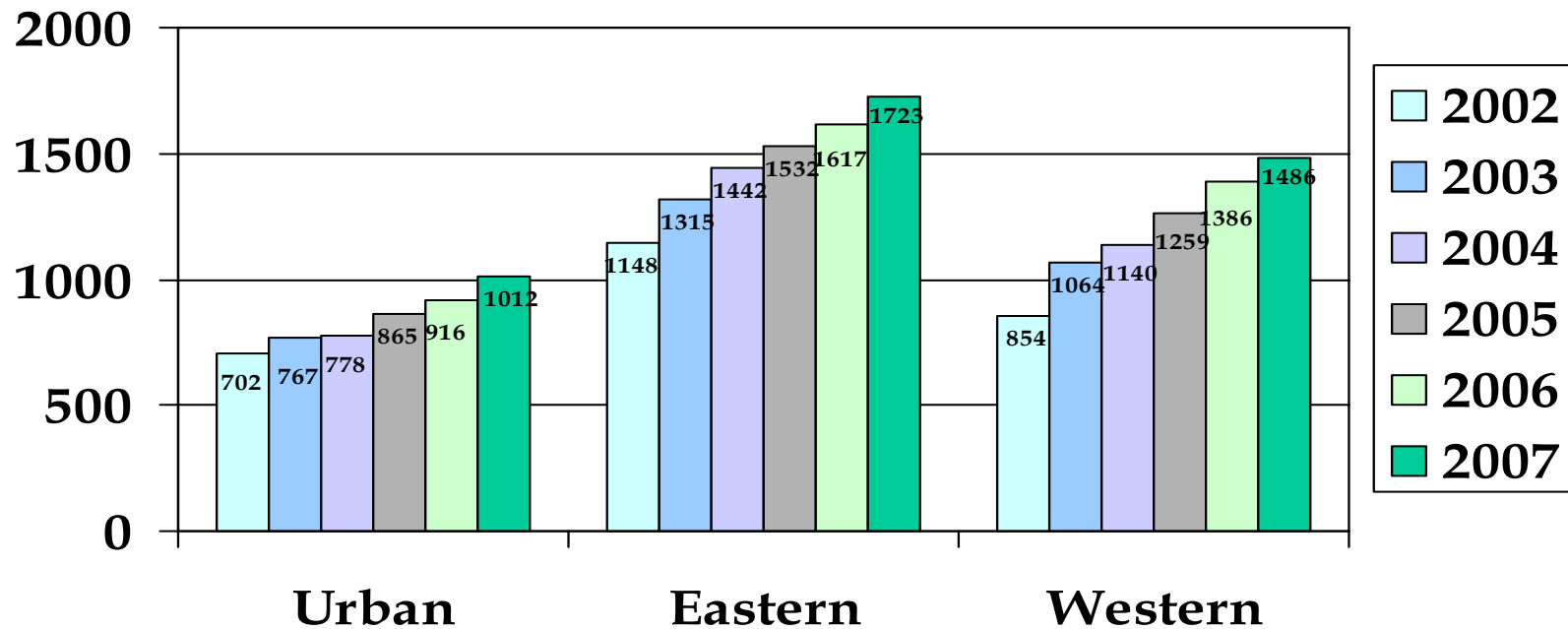
Reported Deficit	Number of Schools						Losses - FY07	
	FY02	FY03	FY04	FY05	FY06	FY07	Repeat	New
Urban	11	9	17	6	9	5	3	2
Eastern	9	10	8	7	9	13	6	7
Western	1	3	1	3	-	1	-	1
Total	21	22	26	16	18	19	9	10
Reported Surplus							% With Surplus	
							FY06	FY07
Urban	14	14	6	14	9	12	50%	71%
Eastern	24	23	24	25	23	18	72%	58%
Western	9	5	7	5	8	7	100%	88%
Total	47	42	37	44	40	37	69%	66%
Totals								
Urban	25	23	23	20	18	17		
Eastern	33	33	32	32	32	31		
Western	10	8	8	8	8	8		
Total	68	64	63	60	58	56		

Elementary School Operating Results

FY03 -- FY07 (000s)



FY 02 - FY 07 Avg Salaries & Benefits
(000s)



FY07 % of Total Exp 82%
CAGR 6.3%

FY07 % of Total Exp 80%
CAGR 7.0%

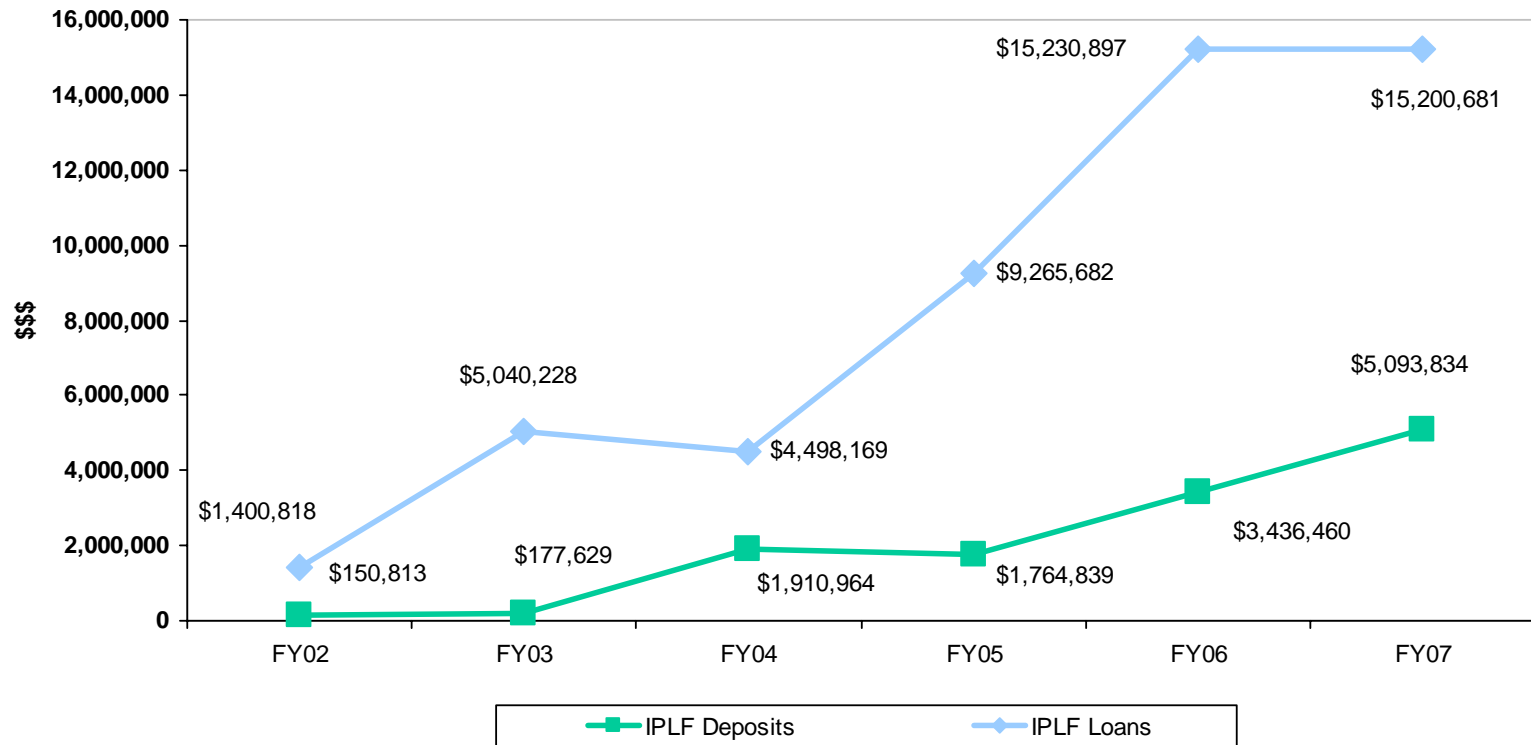
FY07 % of Total Exp 79%
CAGR 9.7%

Elementary School Operating Results

FY02 -- FY07



Schools IPLF Deposits & Loans





*Archdiocesan High School
Operating Results
for the year ended
June 30, 2007*

*Archdiocese of Baltimore
Parish/School Management In-Service
March 6, 2008*

Archdiocesan High School Operating Results

FY 03 – FY07 Key Points



1. Total Enrollment and Average Enrollment per School, for the 6 Archdiocesan High Schools decreased between 07 – 08. Four schools saw a decline in enrollment, one school remained unchanged and one school had an increase of 14.
2. Growth in the tuition rates range from 4 – 8% a year for the last five years, with an average increase of 6.8% between 07 and 08. Three schools have double digit increases in tuition assistance.
3. The 6 Archdiocesan High Schools showed a combined operating surplus for FY 07, however only three schools actually reported an operating surplus (*excludes temp. & perm. restricted Development income & AOB Grants*).

Archdiocesan High School Operating Results

FY 03 – FY07 Key Points



4. All three of the schools with deficits in FY07 also reported deficits in the prior year.
5. The schools average 84% of revenue from tuition and an average of 84% of expenses are covered by tuition.
6. Three schools have significant use of next years cash.
7. Only one school has sizeable permanently restricted funds.



Archdiocesan Cemeteries

*Archdiocese of Baltimore
Parish/School Management In-Service
March 6, 2008*



- 50 open Parish Cemeteries within the Archdiocese
- 8 closed Parish Cemeteries
- 1 Archdiocesan Cemetery with an Endowment of \$8m
- 7 Open Parish Cemeteries have CFF Endowments Totaling \$846k
 - Therefore 51 parish cemeteries have little to no perpetual care funding
- Trend toward Columbaria Development



Parish & School Operating Results Supplemental Schedules

*Archdiocese of Baltimore
Parish/School Management In-Service
March 6, 2008*

**Archdiocese of Baltimore
Total by Vicariate
Operating Results FY 07 & FY 06**

	Urban Total			Eastern Total			Western Total			Total		
	FY 07 \$\$\$	% of Oper. Inc		FY 07 \$\$\$	% of Oper. Inc		FY 07 \$\$\$	% of Oper. Inc		FY 07 \$\$\$	% of Oper. Inc	
		FY07	FY06		FY07	FY06		FY07	FY06		FY07	FY06
OPERATING INCOME:	<u>\$ 20,509,357</u>			<u>\$ 62,623,959</u>			<u>\$ 31,161,548</u>			<u>#####</u>		
OPERATING EXPENSES:												
Facilities	4,456,505	22%	18%	7,676,307	12%	11%	4,352,352	14%	12%	16,485,164	14%	13%
Administrative	1,380,178	7%	7%	3,657,108	6%	6%	1,613,034	5%	5%	6,650,320	6%	6%
Worship	908,734	4%	3%	2,775,689	4%	3%	1,026,876	3%	3%	4,711,299	4%	3%
Specific Operating Areas	2,769,131	14%	16%	7,638,249	12%	13%	4,022,853	13%	15%	14,430,233	13%	14%
Labor	7,070,167	34%	35%	18,915,285	30%	31%	9,112,766	29%	28%	35,098,218	31%	31%
Employee Benefits	2,363,602	12%	12%	6,062,810	10%	8%	2,939,990	9%	8%	11,366,402	10%	9%
Program Expenses	815,715	4%	4%	3,286,845	5%	7%	2,218,894	7%	9%	6,321,454	6%	7%
Allocations	(200,996)	-1%	0%	(423,948)	-1%	0%	8,936	0%	0%	(616,008)	-1%	0%
School & AOB Support	2,254,420	11%	11%	8,835,114	14%	15%	4,355,998	14%	14%	15,445,532	14%	14%
TOTAL OPERATING EXPENSES	<u>\$ 21,817,456</u>	<u>106%</u>	<u>105%</u>	<u>\$ 58,423,459</u>	<u>93%</u>	<u>95%</u>	<u>\$ 29,651,699</u>	<u>95%</u>	<u>94%</u>	<u>#####</u>	<u>96%</u>	<u>97%</u>
Lay Salaries as a % of Oper. Revenue		28%	28%		27%	26%		25%	23%		27%	26%
Lay Salaries as a % of Oper. Expenses		26%	26%		29%	28%		27%	25%		28%	27%
Benefits as a % of Salaries		33%	33%		32%	27%		32%	29%		32%	29%
Salaries + Benefits as a % of Oper. Exp.		43%	37%		43%	41%		41%	38%		42%	41%