



Cost Analysis That Nets Results

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What is at our Core?

- Ministry – is our Core
 - What happens if we miss handle the dollars?
 - We will cease to exist!
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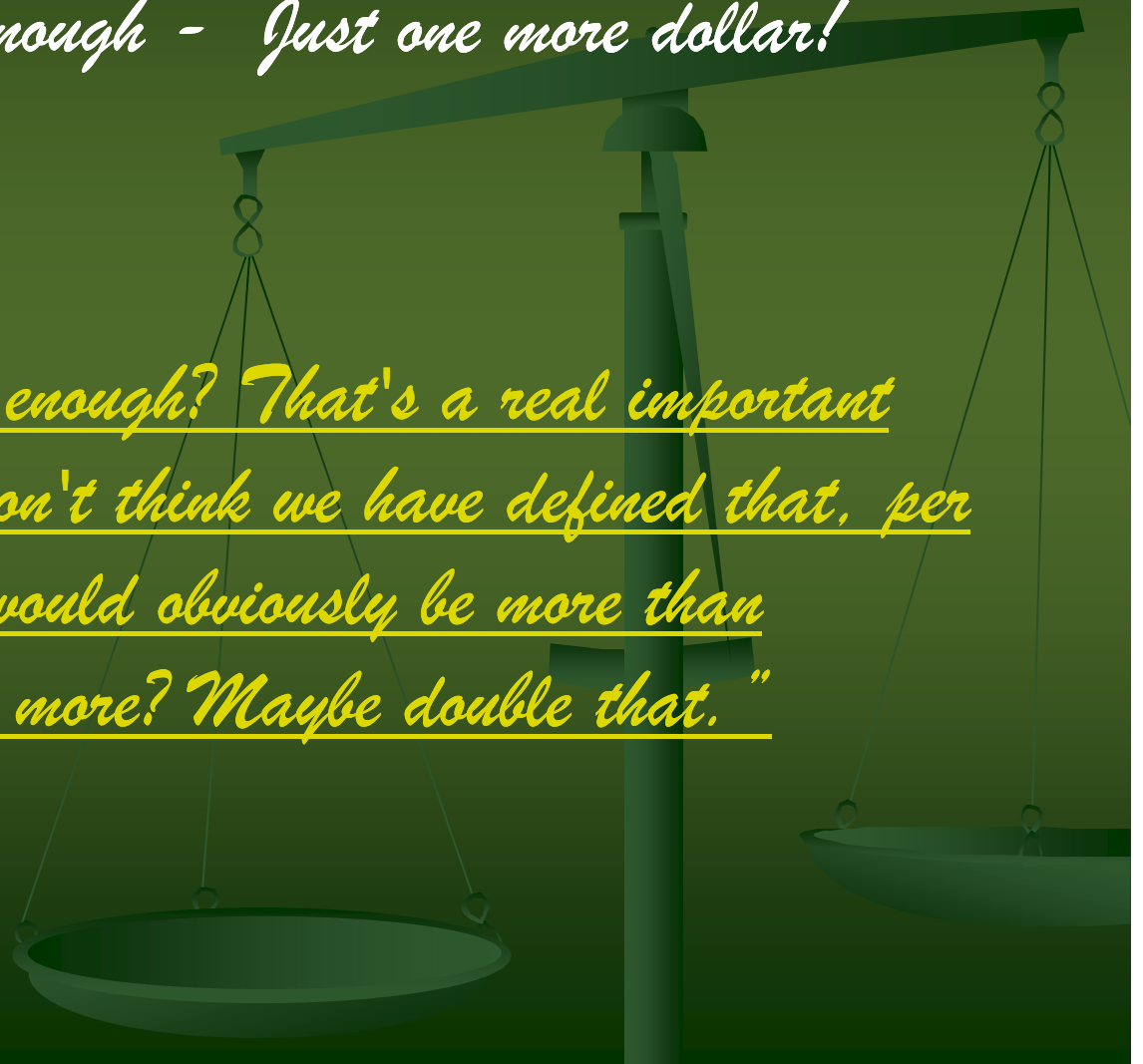
What is the question ?

- *How much money is enough - Just one more dollar!*

William Rockefeller

- *"How much money is enough? That's a real important question to raise. I don't think we have defined that, per se, at this point. It would obviously be more than \$25,000. How much more? Maybe double that."*

John Scolaro

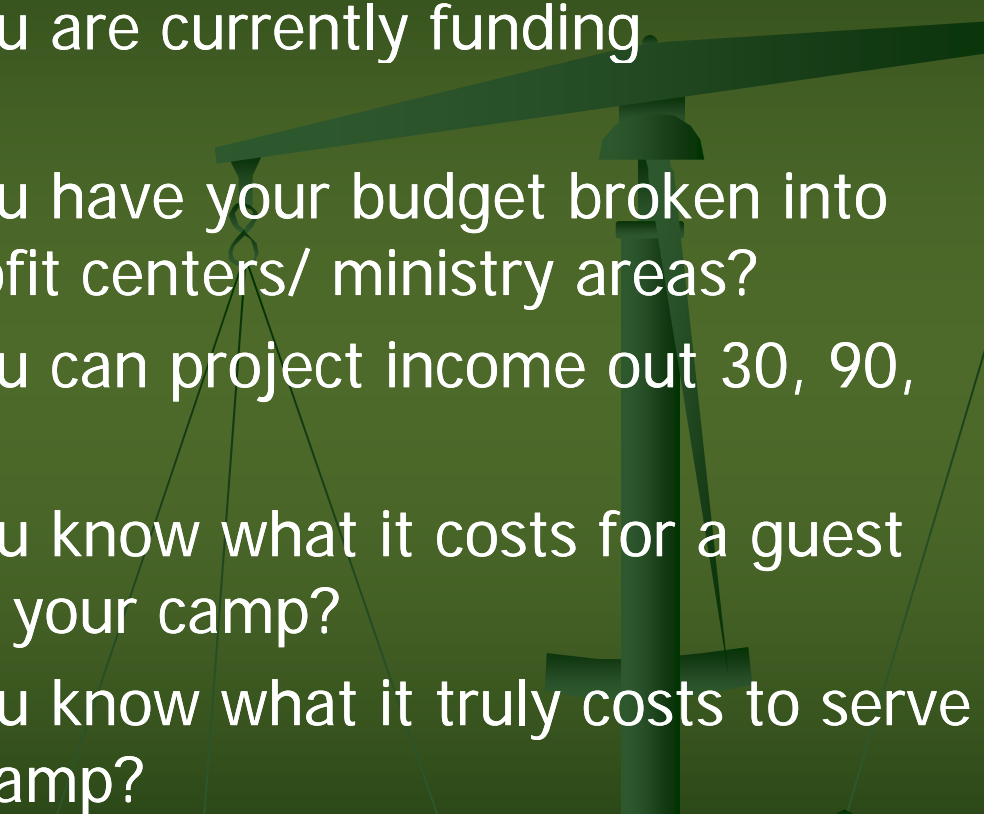


Staying in the Financial Black is Simple

Spend less
then you earn!



Lets get the lay of the room.

- How many of you are currently funding Deprecation?
 - How many of you have your budget broken into departments/profit centers/ ministry areas?
 - How many of you can project income out 30, 90, 180 days?
 - How many of you know what it costs for a guest spend a night at your camp?
 - How many of you know what it truly costs to serve a meal at your camp?
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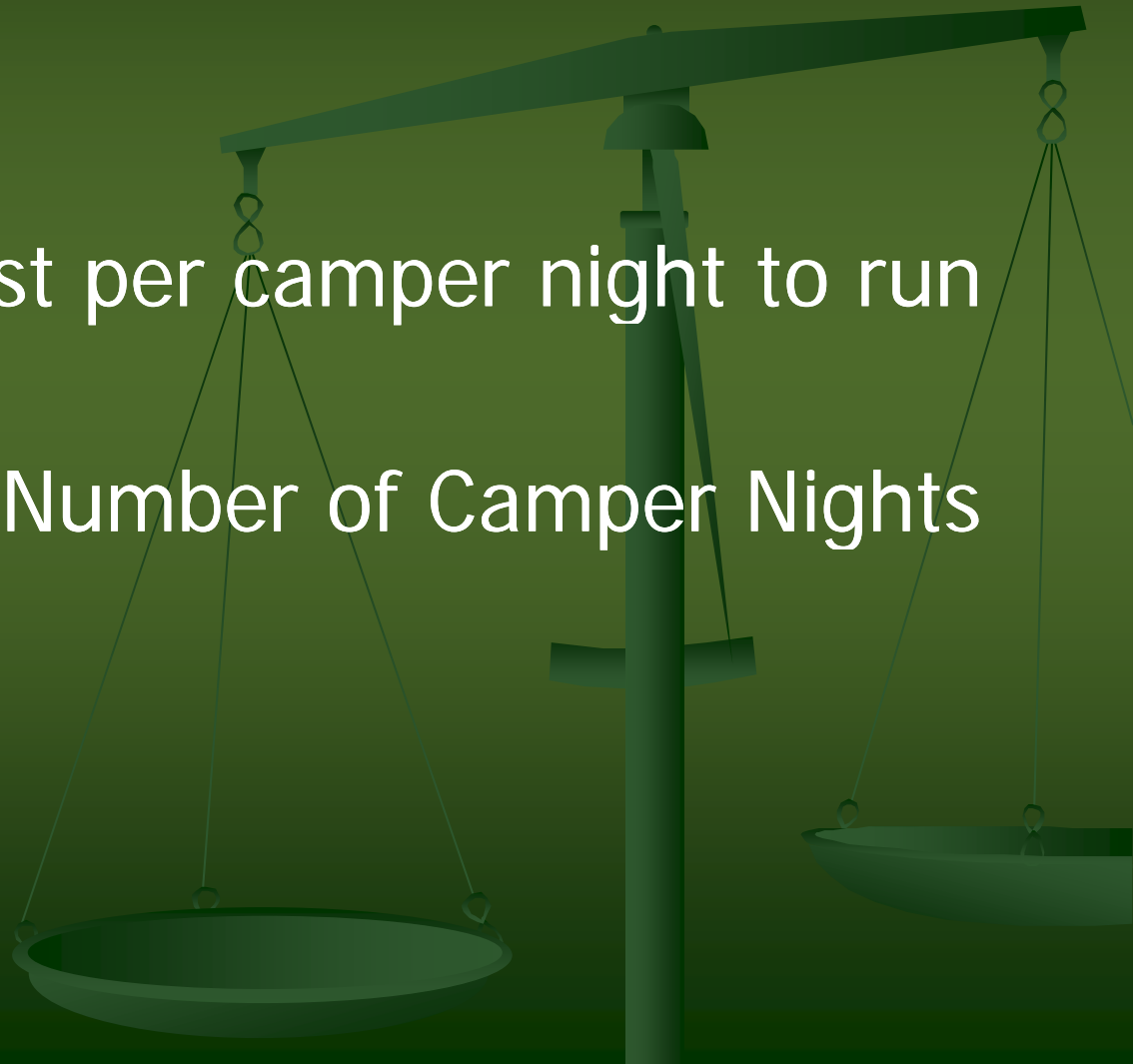
Lets break it down

- Big Picture
- One level down – Departments/Programs
- Two levels down – Services
- Three levels down – Direct/indirect



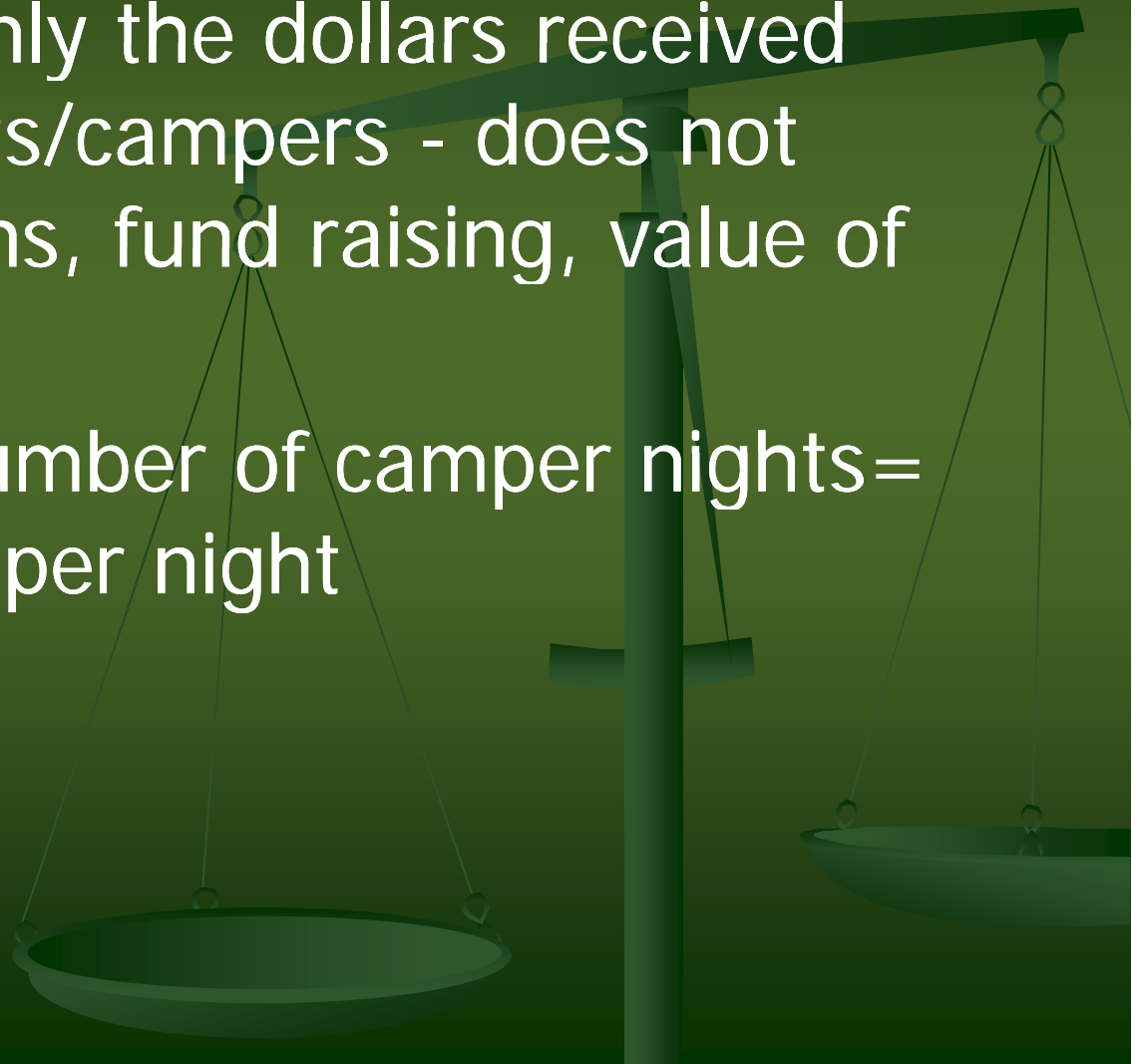
The Big Picture

- What does it cost per camper night to run your camp?
- $\text{Total Expenses} / \text{Number of Camper Nights}$

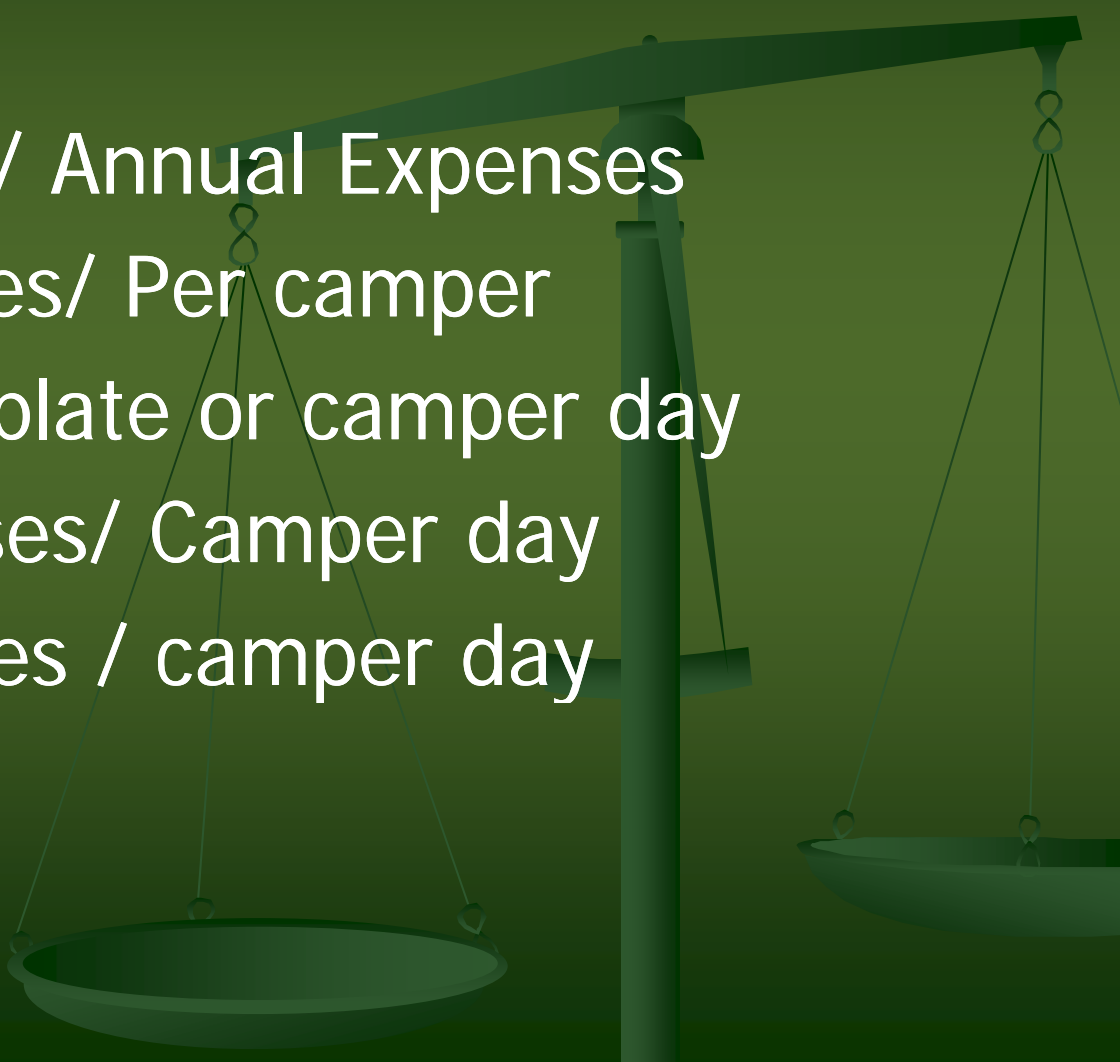


What is your fee income?

- Fee income – only the dollars received from your guests/campers - does not include donations, fund raising, value of volunteers ...
- $\text{Fee income} / \text{number of camper nights} = \text{income per camper night}$

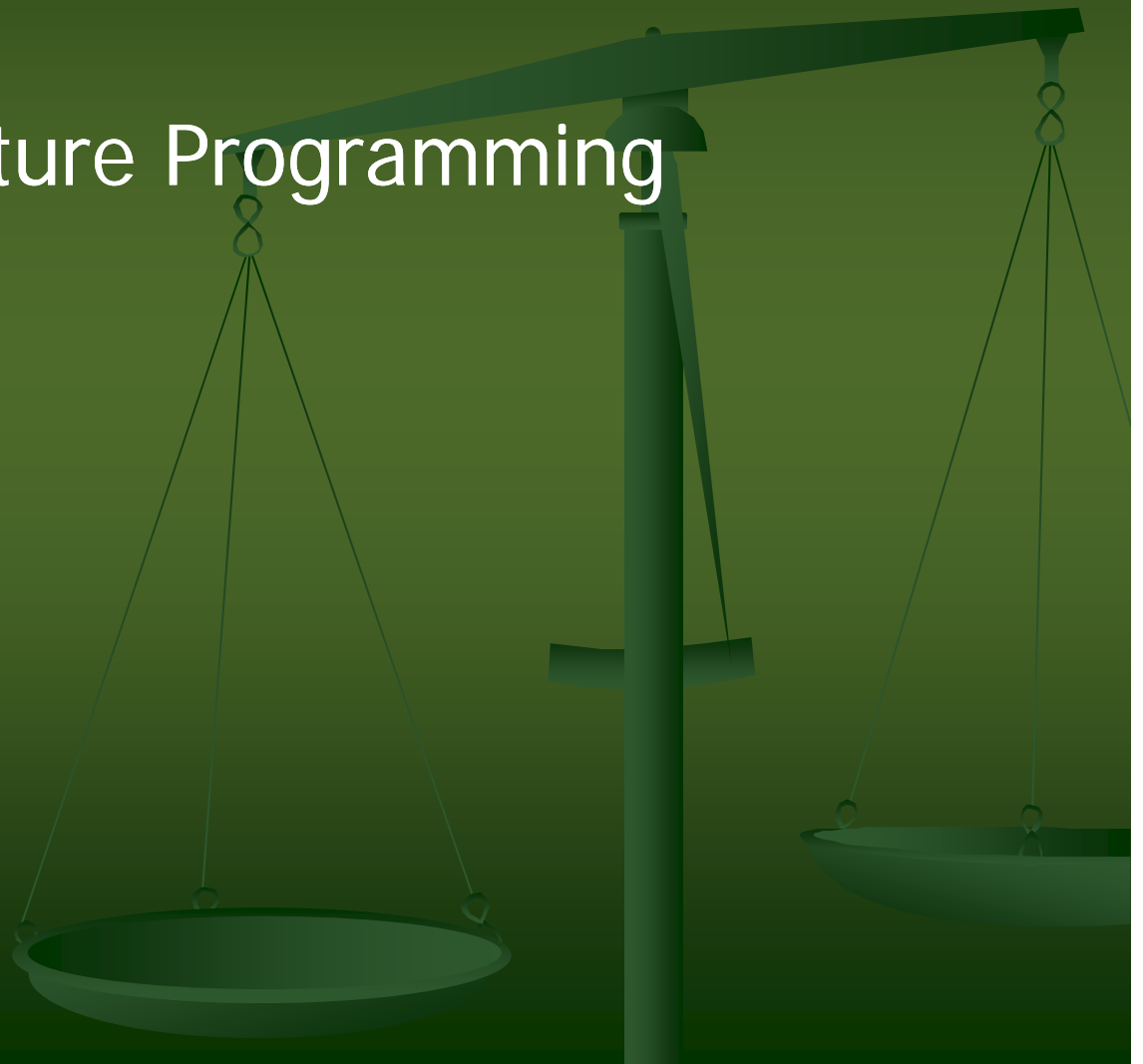


Program/Department

- Annual Income / Annual Expenses
 - Staffing Expenses/ Per camper
 - Meal cost / per plate or camper day
 - Program expenses/ Camper day
 - Lodging expenses / camper day
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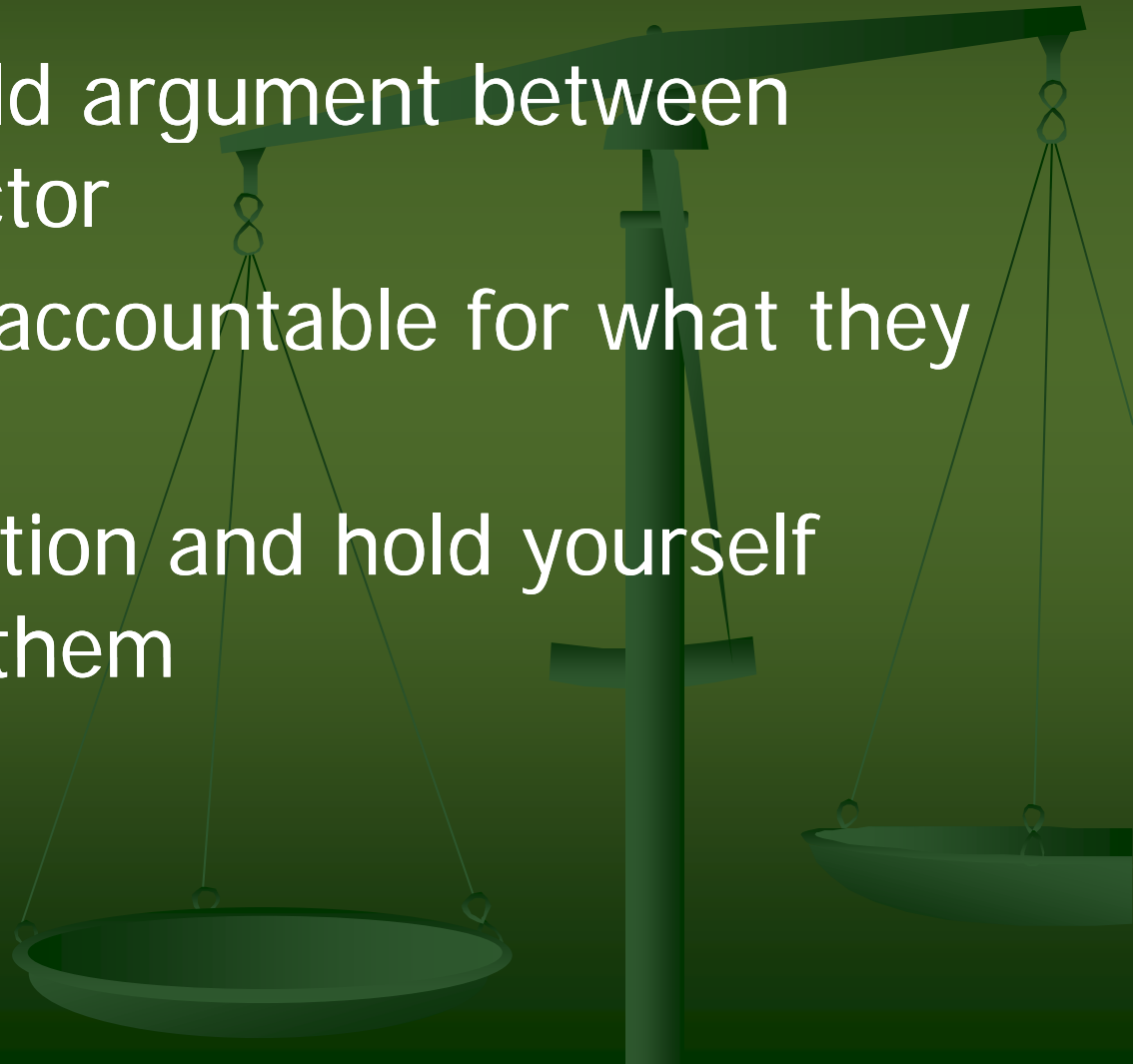
Special Services

- Adventure Programming
 - Equipment
 - Staffing
 - Insurance
 - Paper work



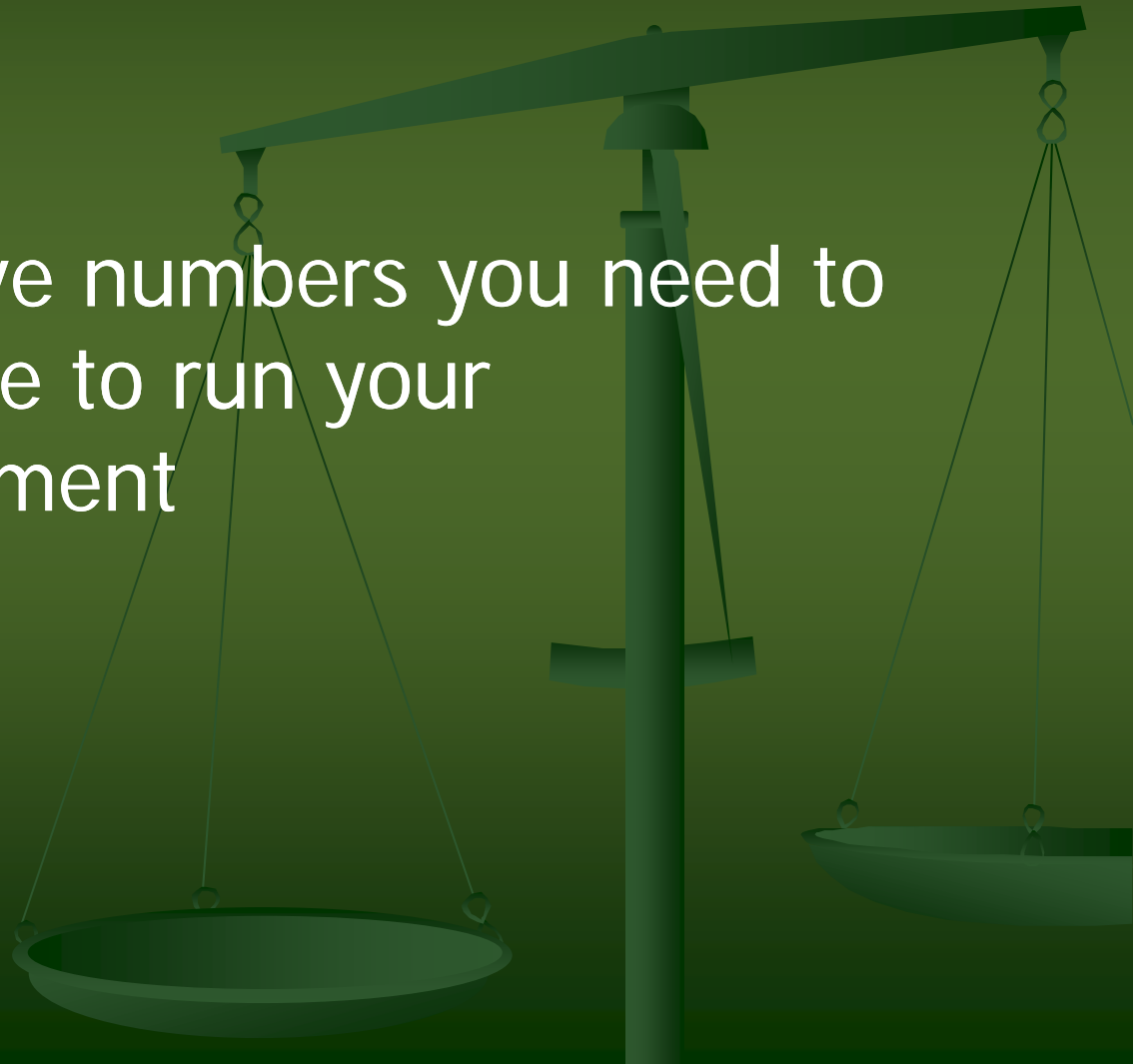
Direct vs. Indirect

- Solve the age old argument between Manager / Director
- Hold Managers accountable for what they control
- Hold Administration and hold yourself responsible for them



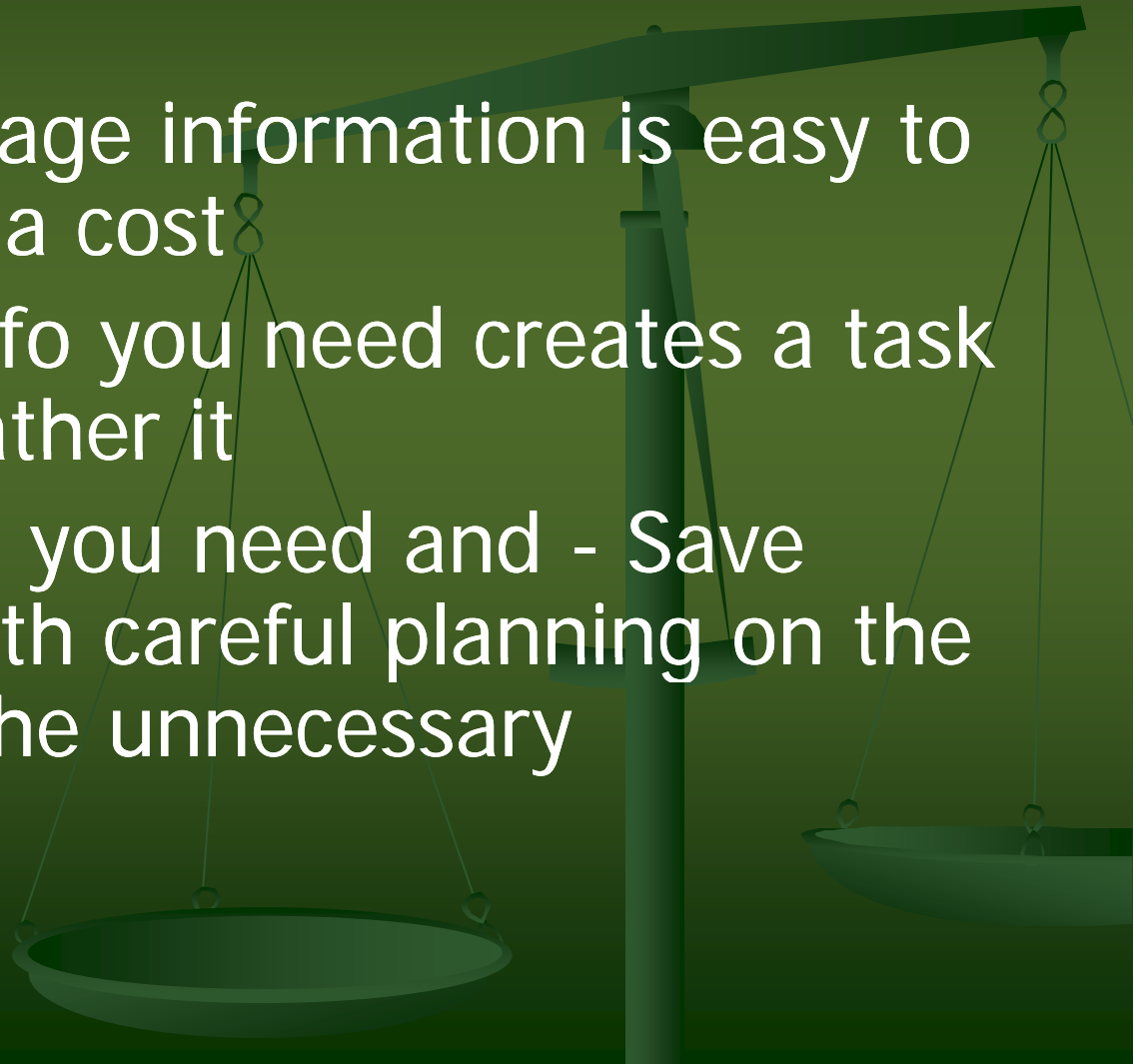
Ministry Dash Board

- What are the five numbers you need to know at a glance to run your ministry/Department



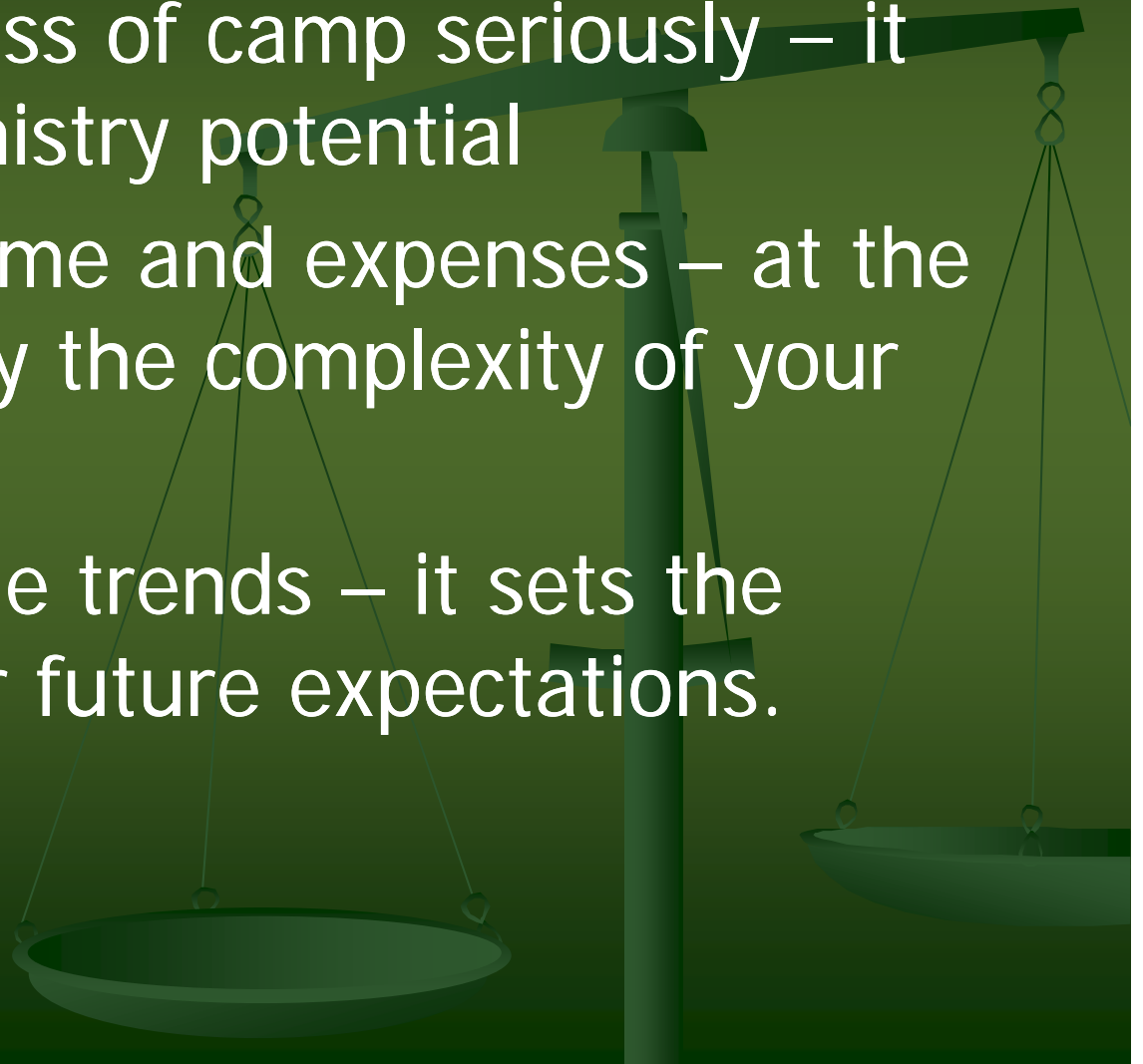
Limit your Scope

- In this day and age information is easy to get – but it has a cost
- Each piece of info you need creates a task or process to gather it
- Think thru what you need and - Save yourself time with careful planning on the important and the unnecessary



Wrap Up

- Take the business of camp seriously – it effects your ministry potential
- Know your Income and expenses – at the level required by the complexity of your ministry
- Keep track of the trends – it sets the ground work for future expectations.



Stay disciplined in your ministry – hail Mary plays work sometimes, but they are hard on the players and the fans!

