THE ANNUAL REPORT

FOR

January 1, 1967 to December 31, 1967

The UNITARIAN UNIVERSALIST CHURCH OF PHOENIX

4027 East Lincoln Drive

Paradise Valley, Arizona
THE BOARD OF TRUSTEES

1967

OFFICERS

President 
Floyd A. McCracken
Vice-President 
G. Ellis Gray
Secretary 
Mrs. Mary Dunten
Treasurer 
Alvin R. Finkelstein

TRUSTEES

Sidney Cohen 
Dr. J. Eugene Grigsby Jr.
William H. Gooding 
Emerson L. Kumm
Sidney Gray 
Mrs. Shirley Odegaard

Mrs. Muriel Osder
George G. Sangster
Archie H. Walker

THE CHURCH STAFF

Minister 
Rev. Raymond G. Manker
Office Secretary 
Mrs. Faith C. Parker
Office Assistant 
Mrs. Naoma C. Jeffries
Religious Education Director 
Mrs. Margaret Gooding
R.E. Assistant 
Mrs. Jean Berry
Horizons Editor 
Mrs. Barbara Brewer
Director of Music 
William S. Bagwell
Organist 
Mrs. Joanne Finkelstein
Custodian 
Clarence Selof
THE CHURCH COUNCIL
1968

Adult Programs Committee
Chairman: Mrs. Aimee Lykes 955 3383

Art Committee
Chairman: Dr. J. Eugene Grigsby 253 0668

Denominational Affairs Committee
Chairman: Robert Morrison 946 7468

Hospitality Committee
Chairman: Mrs. Lorain Kadish 279 5738

Property and Grounds Committees

[Landscape]
Chairman: Jay Dee Raile 945 2311

[Property]
Chairman: Frank Kadish 279 5738

Membership Committee
Chairman: Mrs. Elisabeth Mayer 945 2382

Music Committee
Chairman: W.A. Jeffries 946 1857

Pulpit Guest Committee
Chairman: Mrs. Jeanne Chittenden 277 8701

Liberal Religious Youth
President: Roger Fritts 266 7011
Religious Education Committee
Chairman: Mrs. Leona Beck 938 0435

Social Concern and Responsibility
Chairman: Walter R. Pepper 271 7693

Singlyarians
President: Daniel F. Langenwalter 266 7803

Women's Alliance
President: Mrs. Clarabel A. Powell 948 3415

Women's Council
President: Mrs. Virginia Frogge 278 5428

Beacon Press Book Store
Chairmen: Marvin and Golda Waters 947 2589
Eileen Ryder 274 4153
First Unitarian Universalist Church of Phoenix

Annual Meeting: Sunday, January 15, 1967

The meeting was called to order by the President, Floyd McCracken at 8:00 p.m.

A motion was made by Emerson Kumm, seconded and carried that the reading of the minutes of the last annual meeting be dispensed with.

The Treasurer's report was given by Al Finkelstein. It was moved by Frank Kadish, seconded by Dick Dickinson and unanimously carried that the Treasurer's Report be accepted and placed on file.

The following committee reports were then given:

- Religious Education - Peg Gooding
- Committee on Committees - Christ Olsen
- Women's Council - Shirley Odegard for Virginia Frogge
- Women's Alliance - Clarabel Powell

Floyd McCracken reported on the Fund Drive and thanked Cliff Wemacks, Bill Cranmer, Agnes Ericson and Elisabeth Mayer for their work and expressed his appreciation to the entire congregation for their part in making the drive so successful.

Al Finkelstein, for the Finance Committee, presented the budget for 1967. On motion made by Christ Olsen, seconded by Dick Dickinson and unanimously carried, the budget was accepted as presented.

The Nominating Committee Report was presented by Robert Morrison, Chairman. It was moved, seconded and carried that the secretary by instructed to cast a unanimous ballot for the entire slate as proposed by the Nominating Committee.

At the request of Ann Hosmer, the incoming officers and Directors were asked to stand and be introduced to the congregation.

At the suggestion of Hiram Davis, the congregation stood in recognition of the service of the President and the Board of Directors during the past year.

Mr. Manker then gave the Minister's report.

Mr. Manker announced that today is the birthday of Mrs. Isabelle Johnson who is attending this meeting. The congregation joined in singing "Happy Birthday" and expressing their appreciation to Mrs. Johnson for her strength and support of the church from its inception to the present day.

The President's report was then given by Floyd McCracken.

There being no further business, the meeting was adjourned at 9:45 p.m.

Respectfully submitted,

Elisabeth Mayer, Secretary
COMMITTEE ACTIVITY REPORTS

For 1967

ADULT PROGRAMS COMMITTEE

The object of this committee is to continue to offer members and friends of our church as well as the community at large many varied opportunities for the exploration of their own personal worth and personalities through recreational and educational activities in a congenial, relaxed atmosphere.

We have been guided by the Unitarian concept of providing religious experiences for the fun and satisfaction of the individual who wishes to discover and live up to his true potential.

Working in close cooperation with other individuals and organizations in the church, the committee received and responded to requests for the following courses and programs for day and evening:

MODERN DANCE [Adult and Teens] BIBLE CLASS
DRAWING and PAINTING RUG HOOKING
GUITAR FOLK DANCE CLASS & WORKSHOP
SOUTHEAST ASIAN STUDIES GREAT DECISIONS
GENERAL SEMANTICS CHAMBER MUSIC
BASIC SAILING SEMINAR IN MODERN PHILOSOPHY
SPANISH READINGS

A.S.U. EXTENSION:
EXISTENTIALISM
PHILOSOPHY OF RELIGION
PERSONALITY DEVELOPMENT

THEATRE GROUP
COFFEE HOUSE - FILMS

The above involved well over 500 people

The increase in attendance over that of last year, more than doubling the amount, seems to indicate that we have been successful in meeting some of the needs of members and friends of our church as well as reaching out into the greater community for service and good public relations.

Not only have these programs been self-supporting but we have been able to accumulate a small reserve so that this past year we have paid for a new tile floor in the Double Room as well as a new kiln and supplies for a Ceramics workshop. The latter will be put into use immediately.

SUGGESTIONS AND COMMENTS:

COFFEE HOUSE - The Coffee House which started off by meeting weekly on Friday nights finished out the year with bi-monthly meetings, one devoted to gourmet dinners and conversation and one for unusual film presentations. A small, loyal group consistently attended one or the other nights. However, the present volunteer coordinators report that their large preparatory work may not be justified in the consideration of the small attendance.
THEATRE GROUP

Although this group attended a number of plays, the group went out of existence on a formal basis due to lack of a coordinator.

After a long search we have been fortunate in obtaining Aimee Lykes as the new committee chairman. She plunged right into the last quarter and did an excellent job in her rapid and capable assimilation of the duties of chairman.

As outgoing chairman, I sincerely wish to thank the many individuals and organizations who were so helpful with their suggestions, time and encouragement in preparing and presenting our Adult Programs.

Submitted by: Muriel Osder

ART COMMITTEE

The objective of this committee is to bring to the congregation a variety of visual experiences and expressions, designed to stimulate interest and understanding of many different facets of contemporary art. Hopefully, this awareness will serve to help develop in members of the congregation a greater sensitivity to the local environment - both natural and man-made - for the purpose of improving the environment and giving greater aesthetic satisfaction to the individual.

The approach has been through exhibits and discussions, with results being very good response from the congregation.

SUGGESTIONS AND COMMENTS:

1] More funds should be allotted to bring in a greater variety of exhibits from sources outside the community.

2] Change the artificial green plants to something more honest and in keeping with Unitarian principles.

Submitted by: Dr. J. Eugene Grigsby

COMMITTEE ON COMMITTEES

Only two committees needed replacement of chairmen during my tenure: Beacon Press and Denominational Affairs. In addition, I helped with the recruitment of a chairman for Adult Education to replace the outgoing chairman at year's end. My participation consisted of conferring with the minister and the church secretary in the selection of appropriate candidates and then making the initial contacts. I found everyone most cooperative and no extra-ordinary persuasion was needed to fill the vacancies. I attended council meetings and made an unsuccessful attempt to start a card file to keep records of all who are serving in volunteer jobs in the church, and to keep a record of all new (or unassigned) members.
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who should be given an opportunity to serve. This ambitious project flopped dismally. I found it simply impossible to discover who was doing what. Many groups and individuals are working independently and autonomously. The RE committee supplied me with a list of persons working in the school and this was helpful.

SUGGESTIONS:
The Committee on Committees (if this awful title is to be retained) should be subordinated to an overall body which coordinates all volunteer activity in the church. Its function should be (as it now is) to recruit committee chairmen. But much more should be done by the overall body. New members should be channeled to it promptly and all persons wanting to have a part in church affairs should be carefully pursued. The overall body should work closely with the Area Development group. It should work also with the membership and hospitality committees. It should be aware of all recruitment by the RE, Fund Raising etc. It should receive direction from the Minister and work effectively and consistently with the church secretary. It should help chairmen fill their committees and help funnel new members into the proper channels. It should have a fairly accurate knowledge of who in the church wants to be involved and who doesn't. And maybe in time it could entice the latter to change their minds if some involvement could be made tempting. In short, I think that there is a lack of overall responsibility to coordinate, to prevent duplication, to assign and to follow-up. Life might be made pleasanter for the professional staff if such organization could be achieved and the tremendous number of people doing the great job that they are doing for the church might feel a little more closely knit if such were to come to pass.

Submitted by: Elizabeth Mayer

LANDSCAPING COMMITTEE

The object of the Landscape Committee was to maintain the existing plants and add improvements in accordance with the new plan developed for us by Joan Brookings, a professional landscape architect. This plan was presented to the church as a gift by the late Richard Mayer.

As in past years, several Saturday work sessions were held for cleaning up, watering, pruning, and other chores. Individuals also spent time watering and doing assigned projects. The Church owes a debt of gratitude to Mr. Paul who regularly waters for us throughout the year.

Our most notable accomplishment was the planting of the large palm trees. Some forty plants were also added this year, mostly in the areas adjacent to either the front or rear of the church. The generosity of the Powderhorn Nursery made it possible to accomplish this with an expenditure of only $56 to the church.

Efforts for the next year should be concentrated in completing the area already started. The plan calls for many additional plants in front of the church. An example is the Lantana by the newly cons-
trusted slump wall which we should plant as soon as possible. An adequate sprinkler system should be installed, which would represent an expenditure of about $500, but is badly needed to relieve the difficult summer watering schedule and to provide regular watering care for new plants. It is highly desirable to increase the size of the committee. Larger teams for our monthly work sessions are needed. When we have only three or four people as was our average for work sessions during the past year, many things are left undone and those who do show up have to work unreasonably hard. A work force of ten to twelve people once a month on Saturday morning would allow us to easily dispose of the work to be done and allow some time for relaxation and a cup of coffee.

Submitted by:

Karl & Juanita Paul
Mimi Muth
Cecil Pine
John Beck
Sidney Gray

Jay Dee Raille, Chairman
Arnold Murphy
Leonard Palmbach
Elizabeth Mayer
Frank Plettenberg
Bob Hitchcock

MEMBERSHIP COMMITTEE

Its object is to contact all persons indicating an interest in becoming members - to welcome them, answer questions and give them information concerning activities in the church program and scheduled meetings of conversations and orientation. Also to plan and execute an orientation meeting and implement the welcoming ceremony on new member Sunday.

We have tried to aid in the process of communication between new members and various groups or leaders in the church program by a process of referral and recommendation.

We found the new members especially interested in the adult education program - this may have been partly because the chairman emphasized this area in all original contacts with them - suggesting it as offering the advantage of always to know a few people quickly and well through a shared experience.

We feel that it is most important that new members be referred as soon as possible to the leaders of the zones in which they live so they may have this kind of neighborhood orientation immediately.

I would like to see the new member ceremony simplified. Could we allow them to sign the membership book in the privacy of the office? I would like to see us concentrate on welcoming new members - first the minister and president of the board - then members who come to the front after the service or seek out new persons on the patio later.

Submitted by:

Donna Ganelin
Louise Jones
Jane Horswell
Bea Bankes

Betty Hazel, Chairman
MUSIC COMMITTEE

Objectives of this committee this past year has been, as in the past, to aid in presentation of high quality musical offerings, both vocally and instrumentally. A primary concern has been to achieve renewed choir interest, which goal is still in progress at this time, with hopes of success, attributable mainly to the changeover to a single Sunday service.

Another objective has been the presentation of special instrumental programs—notably the Jazz Service, the Young People's String Symphony, and several string or woodwind ensembles. Original music, composed by local musicians of note such as Charles Lewis and Jerry Whalin have been performed. Comments from the Congregation concerning these programs have been very favorable. Suggestions for the future would be simply to continue the varied and well-performed programs, with emphasis on choral offerings.

Submitted by: W.A. Jeffries

RELIGIOUS EDUCATION COMMITTEE

The Religious Education Committee performs duties charged by the Board of Trustees and supplements the Administration of the Director of Religious Education.

The Religious Education Committee by consensus establishes policy, recommends budgets, provides for the administrative programs. Full use is made of the wide range of talent found among the men and women who serve on the Committee as members or in an advisory capacity. Terms are staggered for one year and members may elect to remain as members-at-large for a second year.

Programs have been provided which give children choices and which also enable them to have vital questions answered. These elective programs, crossing grade lines, enabled the change from two services to one service to be accomplished. The electives combined with required classes provide for a background of the philosophy of Unitarian-Universalism. When children are involved in choice-making, they are more interested and thus broaden their spectrum of religious experience.

The Liberal Religious Youth and Junior High School groups have a structure which allows the young people to plan for themselves under the direction and guidance of Interested Youth Advisors and the Director of Religious Education.

Suggestions and comments from interested members of the congregation are always welcome.

Submitted by: Leona Beck

SINGLETARIANS

The object of Singletarians is to provide fun, interesting activities, and fellowship for single adults. Any single person of any race, color, nationality or religion, who is in sympathy with its purpose and program, who has paid the current year's membership dues, and who is at least twenty-one years old may become a member of this organization.
From May 14 to November 5, the Singletarians held eight parties and five music workshops in the homes of Singletarians. During this same time, three potlucks [one of which featured a speaker] were held at the church.

A good time was had by those who participated, but we are still working to provide a program of new and varied activities for all interested.

Submitted by:
Jerry Whalin

SOCIAL CONCERN & RESPONSIBILITY

In general, the object is to inform, to arouse concern, to point out responsibility relative to the many social problems which face our community and nation.

During the present season, Gerry Mattson, our Program Director, has arranged an interesting and informative panel discussion on problems of Welfare Recipients. This was followed by a series of programs on several aspects of Negro discrimination in our community. This service is still running [I hope] and is designed to illuminate, to supplement, and to assist the church Board and Congregation in its efforts to do something tangible to alleviate this problem.

It is still too early to evaluate any "results" of our efforts.

We have had relatively good turn-outs for our programs this season. This response and the lively discussions are very gratifying to Gerry and me. If it were not for this interest and response we might feel "very unnecessary", or at least superfluous, because of the "Social problem orientation" of the entire church activities and congregational philosophy. But apparently there needs to be a smaller group [not committee] to spearhead these activities.

Submitted by:
Walter R. Pepper

THE WOMEN'S ALLIANCE

The Women's Alliance meets on the second Thursday of each month. Anyone interested in working for the church is cordially welcomed.

This past year we have paid for the following items for the church:

- Paved Parking Lot: $4,130
- Carpetailed Hall & Foyer: 729
- Retaining Wall: 231
- New Kitchen Floor: 144
- Book Shelves in Library: 128
- Sink in Classroom: 50

Total: $5,412.34

Following donations made to:
- A.S.U. Student Hospitality: $500
- Planned Parenthood: 100
- UUSC: 100
- Anytown: 50
- L.E.A.P.: 25
- Inner City: 25

Total: $800

Total: $6,212.34

[continued]
WOMEN'S ALLIANCE

Profits received from following projects:
Card Party . . . $144.25
Rummage Sale . . . 80.00
Magazine Subscriptions . 93.18
Wedding Receptions . . 30.00
ACLU Dinner . . . 70.50
Annual Bazaar . . . 1700.00
$2117.93

Submitted by:
Clarabel A. Powell

WOMEN'S COUNCIL

Women's Council exists for sharing, being sensitive to needs of persons and the church, for better communications, for creative pro-
gramming; for fun, friendship, fellowship as well as service.
Our approach is to provide time and a place to meet, talk, listen,
discuss, share, experience.
Results of this year: Leadership-participation workshop in January
with Connie Burgess, Executive Director of the Unitarian Universalist
Women's Federation, the President and two members of the UUWF Board,
and the President of the UUWF PSWD as leaders so that interested persons
in Phoenix and surrounding area might learn about ways of leading and
participating in activities.
Palm Springs UUWFPSWD Conference on communications was attended by
seven delegates from Phoenix who returned with enthusiasm, ideas, action.
Three delegates and five observers were financially assisted for
the Continental Convention in Denver in Spring. They brought back new
perspectives, also tape recordings for those of us unable to attend.
A series of programs on Sex and Changing Morality included Jesse
Roberson and Naomi Harwood as speakers, tapes by Heywood and Goldman, was
presented.
Something is alive only as long as it grows and changes. We're
proud of what we have done, but what is missing? Where do we go now? What
ideas do you have? Alliance, Explorers, Study Group are providing varied
daytime activities. What about the working mother, the professional
person? Would you like meeting and sharing with other U.U. women?
What kind of programs would you like? Are we providing the warmth of
hospitality to newcomers? What services would you like from District and
Federation levels? Do you feel a part of not only our church, but the
area, district, continental fellowship? Have you experienced the special
quality of relationship which comes from sharing your most vital interests
with others who feel the same concern and enthusiasm?
Your Board is listening. What experiments shall we try this next
year? What would you like the women of the church to be - to do? Let
your Women's Council Board Members know.

Submitted by:
Virginia Frogge
FUND DRIVE

The object was to contact all persons on the Church mailing list to get a pledge for 1968. The pledges were requested to be the same as in 1967.

The approach was: Area Captains and Secretaries were recruited and asked to organize Canvassers to cover the area.

The Results: Several areas did a complete job, others did not.

Suggestions and Comments: 1.] the Membership Committee should take information gathered by the Canvassers and analyze the attitudes and interests and trends in our membership.

2.] A Committee, possibly Membership, should be charged with contacting new members for pledges.

3.] A Committee, possibly Membership, should discuss why it is so difficult to have people accept work on the Canvass and why those who accept often do not do the work. The lack of responsibility in work for the church can become deadly.

Submitted by:
Daniel L. Langenwalter
### 1968 Budget

**Income**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pledges</td>
<td>$47,000.00</td>
</tr>
<tr>
<td>Loose</td>
<td>3,000.00</td>
</tr>
<tr>
<td>R.E. Fees</td>
<td>900.00</td>
</tr>
<tr>
<td>Misc.</td>
<td>2,000.00</td>
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<tr>
<td>Bonds</td>
<td>3,000.00</td>
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<tr>
<td><strong>Total Income</strong></td>
<td><strong>$55,900.00</strong></td>
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</tbody>
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**Expense**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mortgage Payments</td>
<td>$7,320.00</td>
</tr>
<tr>
<td>Sinking Fund</td>
<td>7,200.00</td>
</tr>
<tr>
<td>Insurance</td>
<td>1,090.00</td>
</tr>
<tr>
<td>Social Security</td>
<td>500.00</td>
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<tr>
<td>Minister</td>
<td>14,550.00</td>
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<tr>
<td>R.E. Director</td>
<td>6,000.00</td>
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<tr>
<td>R.E. Operating</td>
<td>1,000.00</td>
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<tr>
<td>Office Salaries</td>
<td>4,240.00</td>
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<tr>
<td>Office Expense</td>
<td>3,000.00</td>
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<tr>
<td>Maintenance Salary</td>
<td>1,500.00</td>
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<tr>
<td>Maintenance Expense</td>
<td>2,200.00</td>
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<tr>
<td>Utilities</td>
<td>3,300.00</td>
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<tr>
<td>Landscaping</td>
<td>100.00</td>
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<tr>
<td>Music Salaries</td>
<td>2,050.00</td>
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<tr>
<td>Music Expense</td>
<td>100.00</td>
</tr>
<tr>
<td>Art Expense</td>
<td>100.00</td>
</tr>
<tr>
<td>U.U.A. Annual Fund</td>
<td>500.00</td>
</tr>
<tr>
<td>Conference Travel</td>
<td>100.00</td>
</tr>
<tr>
<td>SRL at ASU</td>
<td>50.00</td>
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<tr>
<td>Fund Drive</td>
<td>200.00</td>
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<tr>
<td>Advertising</td>
<td>500.00</td>
</tr>
<tr>
<td>Special Programs</td>
<td>100.00</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>200.00</td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
<td><strong>$55,900.00</strong></td>
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</tbody>
</table>
## Statement for 1967

### Expenditures

<table>
<thead>
<tr>
<th>Item</th>
<th>Actual</th>
<th>Budgeted</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Mortgage Payments</td>
<td>$25,849</td>
<td>$25,850</td>
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<tr>
<td>2. Sinking Fund</td>
<td>8,940.</td>
<td>8,330.</td>
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<tr>
<td>3. Insurance</td>
<td>1,063.</td>
<td>1,020.</td>
</tr>
<tr>
<td>4. Minister</td>
<td>13,775.</td>
<td>13,850.</td>
</tr>
<tr>
<td>5. R.E. Director</td>
<td>5,450.</td>
<td>5,450.</td>
</tr>
<tr>
<td>6. R.E. Operating</td>
<td>1,050.</td>
<td>1,000.</td>
</tr>
<tr>
<td>7. Office Salaries</td>
<td>3,750.</td>
<td>3,750.</td>
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<tr>
<td>8. Office Operating</td>
<td>3,222.</td>
<td>1,900.</td>
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<tr>
<td>10. Maintenance Operation</td>
<td>1,791.</td>
<td>2,100.</td>
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<tr>
<td>12. Landscaping</td>
<td>58.</td>
<td>100.</td>
</tr>
<tr>
<td>15. Art Expense</td>
<td>88.</td>
<td>100.</td>
</tr>
<tr>
<td>16. U.U.A. Annual Fund</td>
<td>1,080.</td>
<td>1,000.</td>
</tr>
<tr>
<td>17. SRL at ASU</td>
<td>98.</td>
<td>50.</td>
</tr>
<tr>
<td>18. 1967 Fund Drive</td>
<td>219.</td>
<td>300.</td>
</tr>
<tr>
<td>19. Publicity &amp; Advertising</td>
<td>1,160.</td>
<td>1,000.</td>
</tr>
<tr>
<td>21. Special Programs</td>
<td>10.</td>
<td>150.</td>
</tr>
<tr>
<td>22. Tables &amp; Vacuum Cleaner</td>
<td>573.</td>
<td>---</td>
</tr>
<tr>
<td>23. Memorial Gifts Expended</td>
<td>494.</td>
<td>---</td>
</tr>
<tr>
<td>24. Twentieth Anniversary</td>
<td>56.</td>
<td>---</td>
</tr>
<tr>
<td>25. Assessment on Property</td>
<td>232.</td>
<td>---</td>
</tr>
<tr>
<td><strong>Total Expenditures</strong></td>
<td><strong>$75,916.</strong></td>
<td><strong>$73,000.</strong></td>
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</tbody>
</table>

### Income

<table>
<thead>
<tr>
<th>Item</th>
<th>Actual</th>
<th>Budgeted</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pledges</td>
<td>$52,415</td>
<td>$51,500</td>
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<tr>
<td>Special Gifts</td>
<td>13,574.</td>
<td>14,500.</td>
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<tr>
<td>Loose Collections</td>
<td>3,126.</td>
<td>3,000.</td>
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<tr>
<td>R.E. Income</td>
<td>809.</td>
<td>1,000.</td>
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<tr>
<td>Miscellaneous &amp; Estate</td>
<td>2,087.</td>
<td>1,000.</td>
</tr>
<tr>
<td>Memorial Funds</td>
<td>462.</td>
<td>---</td>
</tr>
<tr>
<td>Sinking Fund Rebate</td>
<td>3,700.</td>
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</tr>
<tr>
<td>Mortgage Payment Rebate</td>
<td>193.</td>
<td>---</td>
</tr>
<tr>
<td>Bonds</td>
<td>---</td>
<td>2,000.</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td><strong>$76,366.</strong></td>
<td><strong>$73,000.</strong></td>
</tr>
</tbody>
</table>