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Letter from the Treasurer

October 15, 2021

Fellow Parishioners:

This past year has taught us many things, among them the value of being in community. We have many reasons to be thankful at St. Paul's, and are grateful for the people who call this their home. During this fiscal year ended June 30, 2021, we anticipated a continued impact from the pandemic, thinking both Contributions and program costs would be less than normal with extended periods away from active services in the Church. Not surprisingly, this proved to be the case.

In a change from past reports, included herein are two reports reflecting the annual financial performance. Both reports reflect the same operating activity, yet they both serve different purposes.

- <u>Statement of Operations</u> This reports St. Paul's overall income and expense, including the investment activity from the Endowment, compared to the same results from the prior year.
- <u>Operating Income Statement</u> Versus Budget, this reflects a more detailed presentation of our operating (and program) activity, compared to budget. This report also presents the budget for the next fiscal year.

During the year, Contributions received exceeded budget expectations by approximately \$46,000 (Contributions totaled \$746,000). While this amount (and the corresponding number of donors) was less than in years past, it was a pleasant surprise that these amounts still were higher than anticipated. This amount also does not include any bequests or more targeted donations, which were also more than anticipated. This speaks to the generosity of the people of St. Paul's.

With a lack of regular engagement during the year, most program costs were less than anticipated, some significantly so. In general, all program costs were down due to the pandemic and reduced programming. On the Way program costs were higher than budgeted, as an additional staff position was added.

With this mix of sustained Contributions and reduced costs, we were able to reduce our Endowment Draw compared to past years, enhancing the ability to continue funding for the next generation. Our draw rate had been at 5.6% or more for the past several years, where the effective rate for FY2021 was approximately 4.1%. By monitoring the Draw, from an Operating perspective we generally finished the year at a "breakeven" point.

From an investment perspective, the Statement of Operations reflects a significant favorable change in the Endowment compared to the prior year. Based primarily on an annual return of approximately 30%, the Endowment balance grew by approximately \$7M dollars, furthering strengthening funding into the future.

Like many churches, we continue to face the risks of changing demographics, the pandemic, and other events, all of which may have an impact on our resources. Accordingly, the FY2022 budget was prepared from a conservative perspective, anticipating increased Contributions and program costs with a return to regular services.

As always, we believe our goals are achievable with the faith and support of the people of St. Paul's. A summary of the fiscal year ("FY") results follow this report. The audited financial statements are available on our website at stpaulsindy.org/publications; printed copies are available upon request. Please contact me with any questions, at your convenience.

Peace,

Chris Johns

Statements of Financial Position & Cash Flow

	As of June 2021	As of June 2020
ASSETS		
Cash & Cash Equivalents Other Current Assets	1,565,082 46,147	1,770,342 33,913
Investments (Endowment)	36,685,887	29,599,395
Property & Equipment, net of depreciation	9,837,485	10,221,588
	48,134,601	41,625,238
LIABILITIES AND NET ASSETS		
Accounts Payable and other current liabilities Loans Payable	76,168 -	115,140 227,355
Long Term Debt	6,590,000	6,710,000
Total Liabilities	6,666,168	7,052,495
Net Assets: Unrestricted net assets Restricted net assets (restricted by time and purpose) Total Net Assets	39,552,044 1,916,389 41,468,433 48,134,601	32,673,193 1,899,550 34,572,743 41,625,238
Direct Cash Flow Cash received from supporting activities Cash received from targeted donations Cash received from Capital Campaign Cash paid to employees for wages and benefits Cash paid to vendors for goods and services Cash paid for Outreach (includes Diocesan Assessment) Cash paid for acquisition and construction of capital assets Net cash from operating activities	\$ 755,704 250,000 88,949 (1,266,709) (468,327) (483,030) (23,149) (1,146,562)	\$ 913,937 70,773 90,330 (1,215,978) (221,983) (455,346) (156,588) (974,855)
Net proceeds from investments Net cash from investing activities	1,250,377 1,250,377	<u>1,184,416</u> 1,184,416
Financing costs paid on long-term debt Proceeds Received from PPP Loan Principal payments on long-term debt Net cash from financing activities	(189,075) - (120,000) (309,075)	(192,717) 227,355 (215,000) (180,362)
Net change in cash and cash equivalents Beginning of year End of year	(205,260) <u>1,770,342</u> \$ 1,565,082	29,199 <u>1,741,143</u> <u>\$ 1,770,342</u>

*These reports are unaudited, for internal use. Audited statements for the fiscal year are available annually in late October, and can be found at <u>stpaulsindy.org/publications</u>.



Statement of Operations

	FY 2021 Actual	FY 2020 Actual
Revenue:		
Contributions (pledge/plate/other)	746,016	897,718
Non-pledge plate offerings	2,301	9,910
Miscellaneous: Interest Income, Rent, Other	4,476	6,309
Subtotal - Operating Revenue	752,793	913,937
Expenses:		
Salaries & Benefits	1,250,481	1,191,108
Administrative Expenses	95,211	86,688
Maintenance Expenses	89,877	112,430
Property Expenses	169,308	181,542
Program Expenses	160,746	221,649
Debt Service Interest	189,075	192,717
Diocesan Assessment	308,636	317,742
Outreach Grants	174,394	157,304
Subtotal - Operating Expenses	2,437,728	2,461,180
Operating income/(loss) before Draws	(1,684,935)	(1,547,243)
Operating Endowment draw	1,350,000	1,466,663
Capital Campaign draw	325,496	252,985
Subtotal - Supporting Draws	1,675,496	1,719,648
Net Change from Operations	<u>\$ (9,439</u>)	<u>\$ 172,405</u>
NonOperating Programs	2,911	5,898
Memorials/Targeted Donations	332,851	149,884
Interest & Dividends	394,123	441,669
Loan Forgiveness Income	227,355	-
Other Investment Activity	6,355,140	(1,221,423)
Depreciation	(407,251)	(401,650)
Net NonOperating Items	6,905,129	(1,025,622)
Net Change in Assets	<u>\$ 6,895,690</u>	<u>\$ (853,217</u>)



Operating Income Statement versus Budget

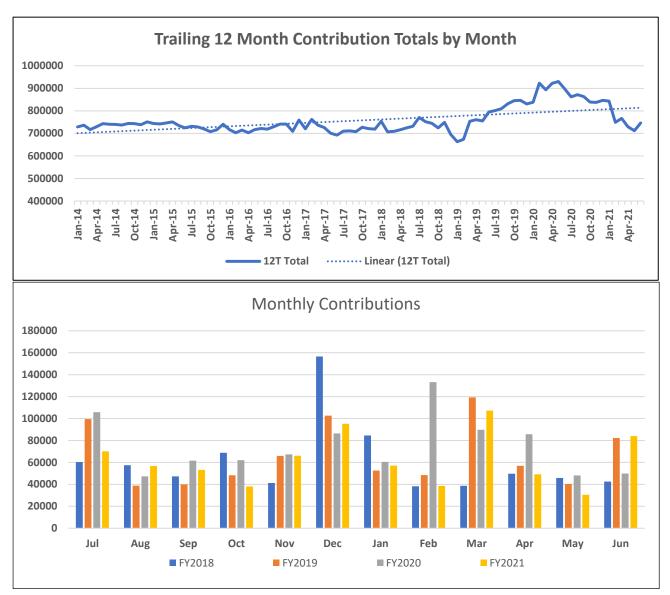
	FY 2021 Actual	FY 2021 Budget	Favorable (Unfavorable)	FY 2022 Budget
Revenue:				
Contributions (pledge/plate/other)	746,016	700,000	46,016	750,000
Non-pledge plate offerings	2,301	11,000	(8,699)	13,500
Miscellaneous: Interest Income, Rent, Other	4,476	2,820	1,656	1,200
Subtotal - Operating Revenue	752,793	713,820	38,973	764,700
Expenses:				
Campus Expenses				
Administrative Expenses	416,990	401,414	(15,576)	468,591
Maintenance Expenses	178,680	187,161	8,481	210,216
Property Expenses	169,308	188,785	19,477	179,007
Debt Service Interest	189,075	190,654	1,579	185,524
Program Expenses				
Pastoral Care & Intergenerational Ministries	214,595	225,988	11,393	246,798
Worship	23,410	32,600	9,190	32,300
Music: Worship	259,749	277,082	17,333	302,430
Choral Scholars (Net)	17,937	21,900	3,963	3,900
Adult Education Ministries	66,470	66,990	520	89,542
Young Adult Ministry	(393)	500	893	9,500
Children, Youth & Family Ministry	117,340	136,397	19,057	107,391
On the Way	162,661	117,550	(45,111)	256,278
Stewardship & Giving	117,591	118,530	939	126,292
Intergenerational Programs	21,285	20,222	(1,063)	-
Outreach				
Grants	149,444	140,000	(9,444)	150,000
Diocesan Assessment	308,636	320,564	11,928	316,255
Faith, Justice & the Arts	24,950	60,000	35,050	60,000
Subtotal - Operating Expenses	2,437,728	2,506,337	68,609	2,744,024
Operating income/(loss) before Draws	(1,684,935)	(1,792,517)	107,582	(1,979,324)
Operating Endowment draw	1,350,000	1,600,000	(250,000)	1,600,000
Capital Campaign draw	325,496	316,302) ,194	442,570
Subtotal - Supporting Draws	1,675,496	1,916,302	(240,806)	2,042,570
Operating income/(loss)	<u>\$ (9,439)</u>	\$ 123,785	<u>\$ (133,224</u>)	\$ 63,246

for fiscal 2021, spanning July 1, 2020 - June 30, 2021

Giving History

	FY 2018	FY 2019	FY 2020	FY 2021	Bud 2022
Number of Pledges	217	245	265	221	227
Pledge Revenue Received*	\$619,081	\$675,139	\$716,506	\$703,770	\$749,057
Average Pledge	\$2,853	\$2,756	\$2,704	\$3,184	\$3,300
Plate Revenue Received*	\$112,529	\$137,072	\$181,212	\$42,246	\$943
Number of Plate donors	147	125	93	69	unknown
Total Number of Donors	364	363	358	290	

*Pledge & Plate Revenues above are included in the Contribution totals reported for the year, and includes current year pledges or late payments on a previous year's pledge. Pledge Revenue reflects amounts received from donors for whom a completed pledge card was on file, while Plate Revenue reflects amounts received from non-pledging donors. The 'Bud 20xx' column reflects the estimated amounts anticipated for the upcoming year.



for fiscal 2021, spanning July 1, 2020 - June 30, 2021

Statement of Financial Position

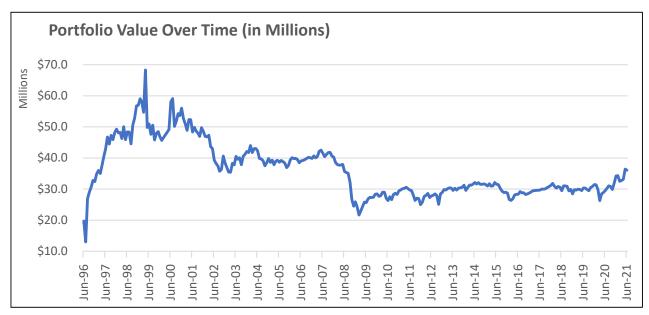
- Cash and Cash Equivalents totaled \$1,565,082 at the end of June, a decrease of \$205,260 from July, of which a large portion was from Capital Campaign usage. Due to an excess of cash being held in reserve, cash was intentionally drawn down in FY2021 in order to lessen the Draw and earn greater returns on these funds. A regular debt payment was also implemented, contributing to the decrease.
- Property & Equipment: Capital Asset purchases for the year totaled \$23,149, primarily for technology and equipment upgrades. Purchases are generally made using capital reserves, for which we budget a replenishment amount to help build savings and offset future costs.
- Loans Payable: In April 2020, the Church applied for and received a loan of \$227,355 as a part of the Paycheck Protection Program ("PPP") issued by the Small Business Administration. This loan was offered as a way to help sustain payroll and other operating costs during the pandemic. This loan is eligible for forgiveness should certain conditions be met. Having successfully met those conditions, this loan was officially forgiven in FY2021 by the SBA.
- Long-Term Debt: The outstanding balance equals \$6,590,000. This debt is financed at a 2.8% fixed rate, maturing in 2026. Payments of principal totaling \$120,000 were made in FY2021.

Marketable Securities (Endowment Funds)

The marketable securities balance as of June totaled \$36,685,887, an increase of \$7.086M (net of the draw) since July. Even though the markets saw great volatility during the pandemic, the increases were primarily due to favorable market conditions. Due to cash management and greater returns, we were able to reduce the amount of the draw compared to past years, ending with an effective rate of 4.1% of the total value.

While the Trustee's attempt to maximize investment returns when possible, the primary goal of the Trustee's is long-term preservation of the Endowment. As a result, the investments are structured to minimize risk in down markets as much as it is structured to maximize returns in up markets. Accordingly, the returns may not always match the market potential, in both good and bad times, depending on the market at the time. From an investment perspective, the Trustees report indicates an internal rate of return of 30.9% for the trailing twelve months, with the return largely reflecting a rebounding market.

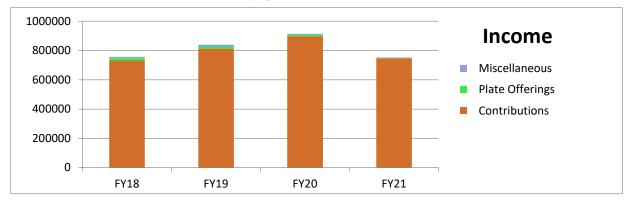
	1Yr	3Yr	5Yr	7Yr	10Yr	Since 1996
Investment returns	30.9%	12.5%	11.3%	7.5%	8.0%	6.7%



for fiscal 2021, spanning July 1, 2020 - June 30, 2021

Statement of Operations

Contributions: Contributions in FY2021 (pledge+non-pledge+plate) totaled \$748,300, a net favorable result of \$36,300 when compared to Budget. While these numbers were encouraging in light of the pandemic, as expected these numbers were down from past years, primarily from the loss of engagement with parishioners. On a positive note, this amount does not include an anonymous (and very generous) donation of \$250,000 designated for specific projects. With a return to normal services, an increase in contributions for FY2022 is projected.



- Salaries & Wages were favorable when compared to Budget, but unfavorable when compared to the prior year, due to an added staff position in On the Way.
- Administrative Expenses: This group includes office supplies, IT, accounting and insurance costs.
- Maintenance: This group reflects costs for the repairs & maintenance around the building and grounds. The favorable variance from the prior year reflects lower repair costs in both buildings.
- Property Expenses: This group includes costs for utilities, equipment leases and commercial insurance. The favorable variance primarily reflects savings in utilities.
- Program Expenses: The lines representing program costs are generally self-explanatory for each program, and represent the day-to-day costs to support that activity. A comparison to budgeted costs is noted further below.
- Debt Service Interest: These represent interest costs on the current loan, equal to 2.8% of the outstanding balance. The favorable variance is due to savings from the principal payments.
- Diocesan Assessment: This reflects the annual payment made to support the diocese, calculated on an average of the last three (3) years of operating revenues times a percentage set by the diocese. For this past fiscal year, the amount was approximately 14% of average revenues.
- Outreach Grants: Outreach Grants includes the amounts funded through the Outreach Oversight Committee and the Faith Justice & the Arts committee. The list of Outreach grants funded may be found further below, and in the Oversight Committee's annual report.
- NonOperating Items generally includes those activities that do not have a direct impact on the operations of the church, and includes the following:

*Non Operating Items includes St Paul's Music, ECW, Columbarium and the Library. Any net gains or shortfalls from these activities are transferred to/from funds dedicated to these programs, and have no effect on the operating budget. St. Paul's Music also has dedicated reserves available.

*Targeted Donations/Memorials includes contributions made for a specific purpose or a bequest, and includes donations made for the 2015 Capital Campaign. In FY2021, the Church received a generous donation of \$250,000, which has been slated for costs in On The Way.

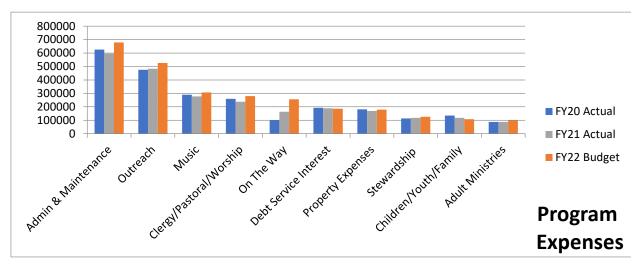
*Other Investment Activity generally includes investment activity related to the Endowment, including the management fees. The wide swings between the years generally reflect the real or unrealized gains (or losses) on the investment activity.

for fiscal 2021, spanning July 1, 2020 - June 30, 2021

Operating Income Statement vs Budget

Supporting Draws

- Endowment Draw: the Draw may be between 4%-6% of rolling average of the Endowment values. The Trustees have set a goal to reach a rate of 4.5%. The budgeted Draw of \$1.6M would equate to a rate of 5.6%. Due to a build-up of excess cash reserves, we began reducing the budgeted draw in FY2020 to help increase investment returns on the unused Draw amounts. In FY2020, the Draw was reduced to \$1.47M, and in FY2021 was further reduced to \$1.35M. This reduction allowed the FY2021 rate to equal an effective rate of approximately 4.1%.
- Capital Campaign Draw: The Campaign came to a close in 2016, and the corresponding initiatives started in FY2017. Funds are withdrawn from Campaign reserves as costs are incurred from these programs. Generally, most of the remaining Campaign commitments were collected in FY2021, with a few major gifts remaining through the year 2024..



Program Expenses

The lines representing program costs are generally self-explanatory for each program, and represent the day-to-day costs to support that activity. The costs for each program includes wages and benefits for the corresponding staff position.

- Choral Scholars: The FY2022 reflects a reduction only due to how this is funded from operations, not a reduction of the program itself. Other reserves are anticipated to be used to help fund these costs.
- Children, Youth & Family Ministries: These include costs for the Waycross Grant and the Mission Trip, and are offset by fees collected for youth trips. Neither of these occurred in FY2021.
- ► **Pandemic Impact** generally speaking, unless otherwise noted below, all favorable variances for any program is due to reduced engagement and programming opportunities as a result of the pandemic.
- On the Way: This reflects costs largely associated with the neighborhood site in Broad Ripple. Costs include wages for staffing the site, costs to lease the space, and other equipment and programming costs. The FY2021 budget reflected an unfavorable variance due an added staff position to explore campus ministries with Butler, as well as other expanded opportunities. The FY2022 budget reflects increased lease costs for a new space on College Avenue.
- Stewardship & Giving: The campaign identified a need to explore our stewardship of resources, our giving trends and potential opportunities. Costs include staffing and other campaign-related costs.
- Intergenerational Programs: The campaign identified a need to explore ways to educate and connect different generations of the parish. Costs include staffing or other program options, including off-site events.

for fiscal 2021, spanning July 1, 2020 - June 30, 2021

Outreach Activities

- Outreach Grants: To encourage a more direct correlation between Outreach and parishioner giving, Outreach funding is based on 10% of Contributions received, which is then matched with operating funds. In other words, Outreach funding equates to 20% of total Contributions. The Outreach Oversight Committee decides how these funds are utilized. The list of grants funded may be found below, and in the Committee's annual report.
- Faith, Justice & the Arts: Programming options for FY2021 involved costs for sponsoring projects focused on racial justice. Activities sponsored by FJA can be found at <u>fiaindy.org</u>.

Outreach Grants Funded	
Bexley Seabury Seminary	5,000
Craine House	26,411
Dayspring Center	1,761
Deborah's Daughters	2,350
Habitat for Humanity	27,500
Happy Hollow Camp	10,000
Indiana University: Spirit and Place	10,000
Indy Learning	18,260
IPS #43	1,976
Julian Center	1,211
Mission in Mombasa	9,261
MLK	20,461
The Damien Center	10,000
Trinity Haven	256
Women 4 Change	 5,000
	\$ 149.444



The 2021 Outreach Oversight Grants Report can be found online at stpaulsindy.org/outreach.

2021 Contributors Abel - Hicks

St. Paul's warmly thanks all those who generously supported our ministries during fiscal 2021, spanning July 1, 2020 - June 30, 2021.

Colette Abel George Abel Christopher Adams Rick & Becky Adams Nancy Aiken Andrea & Eric Allen Robert Alonso Peggy Angleton Anonymous Contributors (6) Paul & Mary Lee Anthony Kate Appel Mary Beth Arenz Tom & Beth Atz Armen Avakian Nancy Baker Frances Barrow Jay & Patti Beagle Tom Beczkiewicz Kerry Hyatt Bennett Rick & Carrie Bernhardt Elwood Black Tom & Joanne Black Sara Blackburn Bruce & Linda Boje Anthony Borel & Dawn Batson Andrea Borucki Sarah & Gabriel Bosslet Susanne Bowen Jeff Bower & David Duncan Judi Bowes Ethan Bradley Cara Brasor Jim & Gina Bremner Kate Brinkmeyer Janet Brinkworth Deborah Brown **Rusty Broxterman** Andrea Broxton Greg & Melissa Broz Patrick Burke

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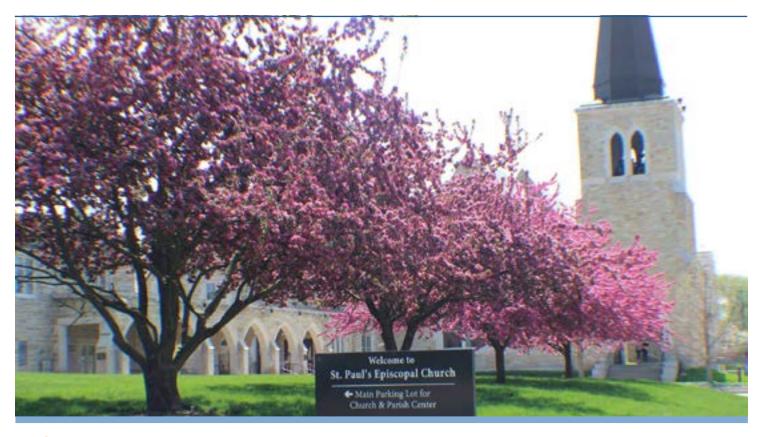
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Brian & Beth Shields Andrea Shook Ann Shupert George Slenski Amy Smith Audrey Smith Pamela Smith Steve & Jane Smith Blair & Helen Snead Gayle Sprinkle Michael & Gayle Stahl Marianne & Eric Stauffer Brian Stephens-Hotopp & Erica Jeglum Eric & Deborah Stoll Mark & Becky Stoner Kathy Sulentic Judy Sutton

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St. Paul's Episcopal Church . stpaulsindy.org 6050 North Meridian Street . Indianapolis 46208 . 317.253.1277