

ARCHBISHOP'S FUND CAMPAIGN
E. MARDIGIAN MEETING - THURSDAY SEPT. 19, 1985

A G E N D A
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A. Diocesan Objectives:

1. To meet the financial obligation of the Diocese and maintain a predictable income for effective budget control.
2. To ensure positive growth of major Diocesan programs which affect the religious and cultural education of our youth such as:
 - a. Department of Religious Education (Sunday Church School)
 - b. Armenian Language Lab (Armenian School)
 - c. Armenian Church Youth Organization (ACYOA) Juniors
 - d. Armenian Church Youth Organization (ACYOA) Seniors

B. Campaign Goals:

1. To raise \$5 Million in five (5) years
2. To invest principal of \$5 Million in the Armenian Church Endowment Fund to guarantee an annual interest income for operating expenses of major Diocesan programs specified.

C. Campaign Plan

1. To select a national chairman
2. To appoint a special-projects person(s) who shall assist the national chairman in developing sources for large gifts. x
3. To develop a volunteer organization in each strategic area of the Diocese comprised of a chairman and at least twenty (20) members.
4. Each region shall develop a list of 150+ prospects who have the potential to pledge a minimum of \$1000.00 per year for 5 years - 5 year pledge minimum of \$5000.00.

5. To engrave the names of all contributors on a permanent plaque located in the Cathedral complex upon completion of their total pledge.
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- D. To establish timetables for the campaign process.
 - E. Publicity
 - F. Communication network

ARCHBISHOP'S FUND CAMPAIGN

REGIONAL AREAS

KEY

NEW YORK	(ALL NEW YORK STATE)
NEW JERSEY	(ALL NEW JERSEY STATE)
NEW ENGLAND	(CT., MASS., R.I., N.H., ME., AND VT.)
MID WEST	(WISC., MI., ILL., OH., AND IND.)

OTHER

MID ATLANTIC	(PA., VA., WASH. DC.)
SOUTH	(FLORIDA AND SURROUNDING STATES)
SOUTHWEST	(TEXAS AND SURROUNDING STATES)

PEOPLE MAKE THE DIFFERENCE

SAINT VARTAN ARMENIAN CATHEDRAL

630 SECOND AVENUE, NEW YORK, N.Y.

Have separated Midwest and other
areas from main list.

Both lists attached.

AK

Nov 6

MIDWEST AND OTHER AREAS

1. Mr. Gerald Adamian
17 Juniper Lane
Dover, MA 02030
2. Dr. Gregory Adamian
121 Forest St.
Waltham, MA 02154
3. Mr. Peter Sarmanian
10 Everett St.
Winchester, MA 01890
4. Mrs. Barbara Tellalian
19 Crystal St.
Newton Center, MA 02159
5. Mr. Ralph Darian
17 Dean Road
Mendham, NJ 07945
6. Dr. & Mrs. Raffi Hovanesian
8318 Oakwood Ave.,
Munster, Indiana 46321
7. Mr. Set Momjian
1979 Country Club Road
Huntington Valley, PA 19006
8. Mr. Haig Pedian
6535 North Lincoln Ave.,
Lincolnwood, ILL

X

✓ Prunista
✓ FAS
✓ Cal. Vektor Argosmian
✓ Edward Bashian

SEPTEMBER 19th MARDIGIAN DINNER MEETING

1. Mr. Martin Apkarian
5827 Cherry Crest
West Bloomfield, MI 48033
- ✓ 2. Mr. Edward Bashian
12 West 30th St.
NY, NY 10001
- ✓ 3. Mr. Suren Fesjian
c/o Mondial Corp
350 Fifth Ave., Suite #1512
NY NY 10118
4. Mr. Charles Talanian
69 Stony Brook Road
Belmont, MA 02178
- ✓ 5. Mr. Gerald Ajemian
17 Juniper Lane
Dover, MA 02030
- ✓ 6. Dr. Gregory Adamian
121 Forest St.
Waltham, MA 02154
- ✓ 7. Mr. Peter Sarmanian
10 Everett Street
Winchester, MA 01890
- ✓ 8. Mrs. Barbara Tellalian
19 Crystal St.
Newton Center, MA 02159
9. Mr. Richard Abajian
c/o Electro - Nucleonics, Inc.
368 Passaic Ave.
Fairfield, NJ 07006
- ✓ 10. Mr. E. George Dabagian
33-15 High Street
Fairlawn, NJ 07410
- ✓ 11. Mr. Ralph Darian
~~c/o Greater New York Boy Scouts of America~~
~~345 Hudson St.~~
~~N.Y., N.Y. 10014~~

17 DEAN ROAD
MENDHAM, N.J. 07945

✓ 12. Mr. Jon Simonian
c/o Morgan Stanley & Co., Inc.
1251 Ave of the Americas
N.Y., N.Y. 10020

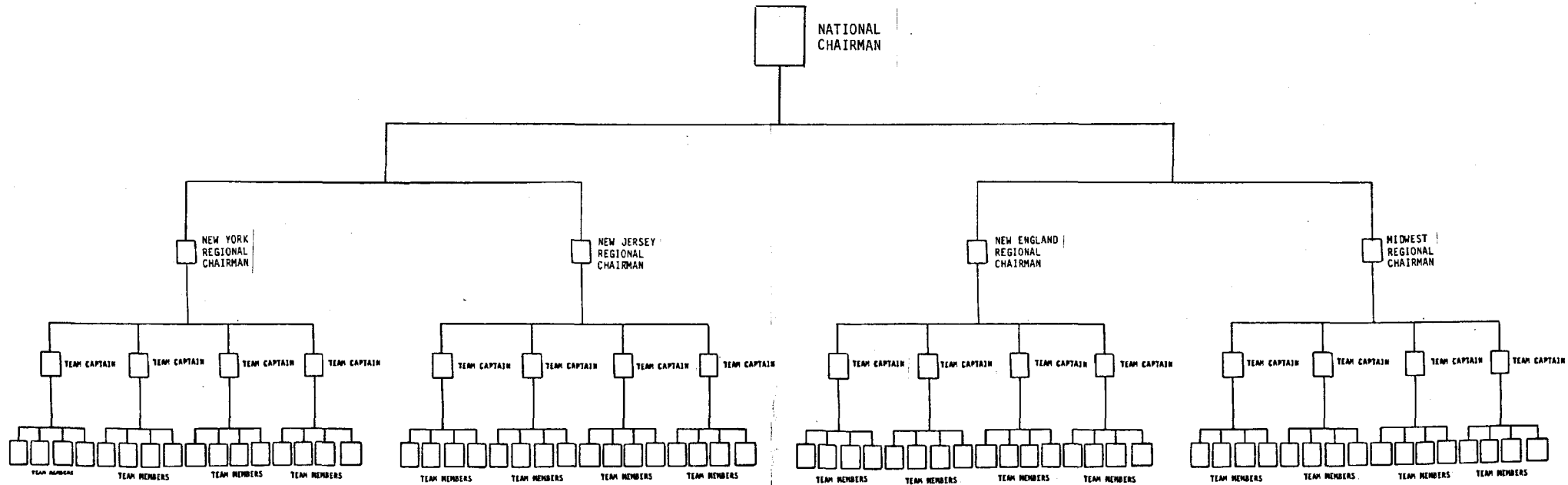
13. Dr. & Mrs. Raffi Hovanesian
8318 Oakwood Ave.,
Munster, Indiana 46321

✓ 14. Mr. Set Momjian
1979 Country Club Road
Huntingdon Valley, PA 19006

✓ 15. Very Rev. Fr. Houssig Bagdassian

16. HAIG PEDIAN
6535 NORTH LINCOLN
BIRMINGHAM, ALA.

17. EDWARD MARSHALL
13920 EAST TEN MILE ROAD
WARREN, MICH. 48089



DEPARTMENT OF FINANCE

In January 1984, under the direction of the Primate, the Department of Finance was established to encompass the following areas of responsibility with the ensuing results for the year:

I. Fund Raising

- A. Short Range - to develop plans to meet the immediate needs of the annual Diocesan budget.
1. The 3rd Annual Appeal: a mail campaign sent to the Diocesan mailing list of 26,000 households for a contribution in any amount for the support of St. Vartan Armenian Cathedral and Diocesan programs. There was approximately 350 responses totaling \$14,000.
 2. The 1984 Steward's Program: a first time request to the Diocesan mailing list of approximately 26,000 households to identify prospects with the capability to donate \$500 for the year to become Stewards' of St. Vartan Armenian Cathedral and the Diocese. A lapel pin was sent to each of the 24 donors identifying them as Stewards with donations totaling approximately \$12,500.
 3. Sales Events: two major Oriental rug sales were held at the Diocese in March and September reflecting a net profit of \$175,000; in addition the Diocese Coordinated 5 parish Oriental Rug sales in with a share of proceeds totaling \$25,000.
- B. Long Range - in order to meet the future financial needs of the Diocese, the Archbishop's Fund was conceived with a goal to raise \$5 million in 5-years (1984-1989). The principal sum shall be invested in the Armenian Church Endowment Fund with the interest generated to be used to fulfill the mission of the Diocese.

The structure of the campaign is to develop volunteer organizations in strategic regions of the Diocese, such as New England, New York/New Jersey, and Chicago (Midwest), who shall compile and contact a list of prospects in each area with a potential to make a "Pacesetter" pledge or donation of \$5,000 or more payable over 5-years.

The New England region has been selected as the first area to start with the appointment of a campaign chairman. Three meetings have been held with the New England chairman and members of his committee with their recommendation that the Primate formulate both a mission statement and a 5-year plan for its Diocesan programs before initiating an effective campaign with complete cooperation by the Diocese.

A total of 25 donors have pledged \$135,000 during 1984 with payments of \$25,000 made to the Archbishop's Fund as a result of a personal mail request to 500 people.

The names of all donors shall be acknowledged on a permanent plaque in the lobby of Kavookjian Auditorium.

II. Endowment - no formal course of action in 1984.

III. Wills and Legacies - Assistance and information given on how to provide for the Diocese in the form of a will or bequest; in the case of individuals who are contemplating such action we offer financial management aid, especially to senior citizens in our community.

IV. Memorials - Researched and compiled names of approximately 100 individuals who have made memorial donations to St. Vartan Armenian Cathedral from its inception.

These previous donations have been acknowledged during 1984 by the design and installation of a memorial board in the Cathedral Narthex mounted with engraved plaques specifying the item donated, name of donor, and name to be memorialized with additional space for new plaques to be installed as memorial items are donated to the Cathedral.

V. Investments - None in 1984 except for Certificates of Deposit.

VI. Real Estate Holdings - a Real Estate fact sheet (questionnaire) was developed and sent to parishes in March with a follow-up in May and November 1984 to determine the value of all real estate owned with a request for all deeds for property to be recorded in the name of the Diocese with the original submitted to the Diocese, and for other pertinent information to be listed on the questionnaire.

Out of the 40 parishes in possession of real estate only 6 responded to the March 1984 questionnaire in full.

Records indicate 21 parishes have deeds recorded in the name of the Diocese with 19 originals in the possession of the Diocese.

VII. Patrons' Committee - Attended committee meetings to assist them in achieving the committee's objectives.

VIII. Hye Rise Project - separate report submitted.

IX. Insurances - all policies reviewed and updated on an annual basis, including responsibility for filing claims.

Policies and Coverages include:

- a. Multi-Peril building and contents
- b. Fine Arts
- c. Boiler and Machinery
- d. Umbrella Liability
- e. Automobile
- f. Group Medical Plan/Life Insurance
- g. Workmen's Compensation
- h. Employee Disability

X. Inventories - Inventory systems are planned for the entire complex on an annual basis. In 1984 inventories were done for the:

Primate's Conference Room

Main Kitchen

Second Floor Kitchen

with the formation of a committee to assist in this project.

XI. Church Supplies and Artifacts - Plans have been formulated with necessary equipment being constructed to establish a store within the Diocese to promote and sell religious items used by the churches and pastors.

A catalogue is also being designed for distribution to parishes for mail orders and other inquiries.

The Department of Finance headed by a Director, has the following advisory committee comprised of:

The Very Rev. Fr. Houssig Bagdasian, Chairman

Mr. Ralph Darian

Dr. Osgan Kechian

Mr. Jon D. Simonian

