

Trinity Facility What If Team
Minutes of the Meeting of December 11, 2007
7:00 p.m. Family Center

Present: Dave Van Den Brink, Scott Heemstra, Jodi McDonough, Karen Barker, Dave Mars, Brian Hector, Scott Simmelink.

Guests: Paul Aykens, Paul Koets, Tom Van Rooyen, Jon Opgenorth, Verlyn Netten, Gerald Van Roekel, Leadership Team Members;
Chris Harrell, Injoy Stewardship Services.

1. Brian opened with prayer.
2. Overview of INJOY. Capital stewardship campaign is about raising funds for ministry; it is not a fund-raiser per se.
3. Most stewardship campaigns are 3 years. Vision is driving force.
4. 10% do 1 – 2x the budget; 60% do 2 – 3x; 30% do 3+x
5. Two ways to move people: motivation (Not the most successful. Can border on manipulation.) or inspiration (What God is doing in the life of the church. Have to get people to own the vision.).
6. If you can take on no more debt than you can alleviate in 2 campaigns, it's best. The majority of churches do multiple campaigns. Relocation is usually a multiple campaign deal.
7. Jon O. "What campaigns have you seen that combine the campaign with a missions component?" Do a mission project rather than assign a percentage of the total to mission. People can't feel manipulated. If it's part of the DNA of the church, yes. If it's only a way to raise more money, no.
8. Dave VDB. "Are churches building with debt or are they phasing as they have cash?" Mostly building with debt.
9. Two kinds of givers – asset givers and income givers. Asset giver need answers to their questions.
10. Jon O. "To what extent do you see estate planning as part of a 3 year campaign?" Not. Because you can't plan when you'll get estate money.
11. Chris was a pastor for 20 years. Trouble-shooter. Strength was in growing churches. Recruited by INJOY to work with churches to develop individual campaigns rather than program campaigns.
12. Chris went over written materials.
 - a. Partnership alignment
 - i. Personal story
 - ii. Maximum participation. 30% of our people give 70% of our income, 50% give 90%, so 50% give 10%. We have to get to the 50% who give the 10%. Churn rate: the % of people who give one year and the next do not.
 - iii. Leaders raised. Develop the strategy with us, thereby developing leaders as well.
 - iv. Dollars raised.
 - b. 4 pillars
 - i. Prayer

- ii. Leadership
 - iii. Communication. The degree to which you don't answer people's questions is the degree to which they won't show up.
 - iv. Commitment
13. INJOY gets 70 – 100+% fulfill their pledges.
 14. Jodi. "Who would we be working with?" Another person would be the consultant. Chris would be on the front end too. Chris is in through discovery/design (1 or 2 trips). Consultants work with 6 churches in a season. Each has an admin assistant, financial analysis dept, and follow-through team. They have 12 full-time consultants on staff.
 15. Scott S. "What are your fees?" \$50,000 for 3 year partnership. 10% down and the rest paid out over the 3 years.
 16. Jon O. "What other reasons would you give for hiring a consultant?" Didn't really answer this.
 17. Tom. "You talk about personalizing via the mission/vision. What mistakes have you seen in trying to promote that?" Have to get people to visualize the mission.
 18. Scott S. "How important is it to have something to look at (i.e. architectural drawings)?" You can do it without, but best to do it parallel. You're raising money for a vision, not for a building. Have to be transparent. Tell the congregation what you do know as well as what you don't know, and let them know what the process is.
 19. Chris closed in prayer.
 20. Scott S. "How soon should we get a general contractor in?" Campaign consultant would prefer to work **with** the general contractor.
 21. Scott S. "Have you had much experience with Brown or Cogun?" No, but if we email him names, he'll ask his consultants.
 22. Scott S. "What percentage of churches you work with are going green?" Can't answer. Will ask his consultants.

Adjourned at 8:45, when the WIT met separately.

1. Scott S. is working on bringing architects in.
2. Karen reported on her conversation with Brad O of Harvestime (consultant) and will call him to arrange a time to visit.
3. "What if" space? Scott H, Jodi and Karen will meet at 8:10 a.m. Thursday, November 13, church.
4. Some concern has been raised that we will be spreading ourselves too thin if we also address the current space needs.
5. Discussion of some of the technical issues during worship on Sunday ensued.
6. Adjourned 9:30 p.m. with prayer by Dave VDB.

Schedule of Meetings:

Dec 13th RSI

Dec 18th TLC

Dec 20th WIT alone

Jan 8 Architecture Inc

Jan 10th DBA

Jan 15th CMBA

Jan 17th open

Feb 5th Dean Van Roekel