

Trinity Facility What If Team
Minutes of the Meeting of December 18, 2007
7:00 p.m. Family Center

Present: Dave Van Den Brink, Scott Heemstra (a bit late), Jodi McDonough, Karen Barker, Dave Mars, Brian Hector, Scott Simmelink.
Guests: Paul Aykens, Paul Koets, Jon Nelson, Verlyn Netten, Gerald Van Roekel, Tom Van Rooyen, Duane Feekes, Leadership Team Members;
Bob Entner, TLC.

1. Brian opened with prayer.
2. Introductions around the table.
3. Bob asks us why we need to relocate.
 - a. Need more space
 - b. Additional ministry opportunities
 - c. Accessibility
 - d. We're anxious to see what our next church would look like if it is purposely built. "Churchly" built.
4. Bob tells us about TLC.
 - a. Take a sensitive approach to fund raising. President of the company worked for another fundraising company before founding this one.
 - b. Only work with churches.
 - c. All consultants have ministry and business experience.
 - d. Bob would be the person working with us.
 - e. Consultants work with 3 – 5 churches at one time.
 - f. Campaign expectations:
 - i. Raise maximum funds
 - ii. Stewardship training
 1. Stewardship is management. TLC works to help people understand that everything belongs to God.
 2. 4 parts of the stewardship journey.
 - a. Are you willing to pray?
 - b. Is what you're thinking about doing sacrificial?
 - c. Are we willing to be obedient?
 - d. Do we really feel that spirit of joy about the commitment we're going to make?
 - iii. Expanded giving base
 - iv. Enhanced spiritual growth
 - v. Promoting a sense of unity
 - vi. Recruiting and developing new leaders by
 1. enlisting
 2. training
 3. assignments
 4. mentoring
 5. accountability
 - g. What TLC Ministries offers to you

- i. A personal investment in your church to help your church be the very best it can be
 - ii. A truly customized campaign
 - iii. Kind and respectful treatment of your people
 - iv. Thorough and complete training for your teams.
Bob would do this himself. Not just train the leaders of the teams and then ask the leaders to train the teams.
 - v. A consultant who is reachable and will be here for you.
 - vi. Highest verifiable track record of fundraising
- h. What Bob has to offer:
 - i. Someone who understands churches
 - ii. Someone who can work with volunteers
 - iii. A leader of leaders
 - iv. Someone who is gifted in administration and delegation
 - v. Someone who is experienced in teaching
 - vi. Someone who understands finance
 - vii. A servant's heart
- i. Two things need to happen in order to have a successful campaign:
 - i. A higher level of giving (sacrificially)
 - ii. A broader base of givers
- j. The main thing that needs to happen is that the hearts of our people need to be changed. This is a lot more than a fund raising campaign. It will change the lives of the people involved.
- k. TLC track record
 - i. 2x – 6x annual budget. Most will raise 3x – 5x.
 - ii. 2/3rds of churches have raised over 3x
 - iii. Churches Bob has worked with personally have raised 3.6x on average.
- l. What will it take for our campaign to be successful?
 - i. Money raised
 - ii. Personal growth
 - iii. Expanded commitments
 - iv. Sense of ownership
 - v. Enduring feeling tones
- m. Pre-campaign decisions by the church:
 - i. Project particulars: What/When/Where/How much
 - ii. Purpose: create, develop, and cast the vision so everyone catches it. This is not about money; it's not really about buildings; it is about ministry. How will more people be in the Kingdom if we do this project than if we don't?
 - iii. Phases: Identify basic plan/prioritize items/cost of each
 - iv. Philosophy of financing: Long-term debt/pay as you go/cash on hand/minimum needed to proceed
 - v. Pursue opportunities for congregational input: each person, group, and ministry/develop ownership
 - vi. Personal passionate commitment of leadership

- n. Feasibility Study can be provided, but Bob doesn't recommend it.
- o. TLC philosophy is that people want to give. Bob's role is to lead, not drive; challenge, not coerce; not make people feel obligated
- p. Sacrificial giving for eternal values and priorities
 - i. Changed lifestyle
 - ii. Rearranged priorities
 - iii. Giving up something specific
- q. People will ask the "why" question. That question needs to be answered convincingly in order for people to give sacrificially.
- r. Timeline: 3 – 4 months of prep and commitment process and then 3 years of the follow-up. Bob would be here approx. 10 visits. 50 – 60 hours of directly leading meetings on-site.
 - i. Extensive follow-up support
 - 1. regular communication
 - 2. encouragement
 - 3. involving new people
 - 4. new vision Sundays
 - 5. enhancing vision
 - 6. TLC's "Whatever it takes" philosophy
- s. Questions?
 - i. How does your "kinder, gentler" approach influence your follow-up? Follow-up is structured to keep the vision in the forefront.
 - ii. How long has Bob been with TLC? 7 years.
 - iii. What is his level of involvement in his local church? As much as he can and still do his work.
 - iv. Do you have a list of reference churches? Already sent to Brian. Will give others if we want.
 - v. What is cost?
 - 1. campaign related major events:
 - a. celebration event
 - b. children's activity
 - 2. Promotional Materials.
Ball-park figure would be 10,000+
 - 3. Consultant's fee: \$48,000 inclusive
 - vi. Is it wise to do a spring campaign? Is that even doable for us? Probably not.
 - vii. Need something from the architect before we go full-force into the campaign. Just preliminary is good enough.
 - viii. The greatest cost of any campaign is the money you do NOT raise.
 - ix. What is your spiritual journey?
 - 1. Son of Baptist pastor
 - 2. Called to ministry and then seminary
 - 3. Pastored for 20 years
 - 4. Spiritual growth exponential after he left the pastorate. Saw the church more broadly than he did during his pastorate.

- x. How many consultants does TLC have? 3 full-time
- xi. How many total campaigns does TLC do a year? 25
- xii. Of that number, how many of those churches borrow funds? 60% borrow funds. 40% raise what they need or scale the project to what they raise.

Meeting adjourned 8:45 p.m.

Schedule of Meetings:

Dec 20th WIT alone

Jan 8 Architecture Inc

Jan 10th DBA

Jan 15th CMBA

Jan 17th open

Feb 5th Dean Van Roekel