

Trinity FOT (Renamed The Harvest Team)
Minutes of the Meeting of November 27, 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, Tom Van Rooyen, Jon Nelson, Leadership Team Members; Joe Brand, Generis

1. Scott H. opened with prayer.
2. Introductions.
3. Joe asked for questions.
 - a. Dave V. Are we behind? What is the time line?
 - b. Paul. What is the optimum time to expect people to contribute? The giving window.
 - c. Brian. What strategies does Joe recommend to get people who come into the congregation after the initial push?
 - d. Scott S. If we go with Generis, who will we be working with and what are your fees? Answer: Joe. \$39,900. Includes travel expenses, training materials, equipping of the teams, bible study materials for children, youth, and adults. Doesn't include other materials and other events that we'd want to do.
 - e. Jodi. How often do we meet with you? Answer: 8 – 10 times. When you hire a consultant, you are hiring a part-time staff person.
 - f. Scott S. What is Generis' history with churches like ours?
 - g. Tom. Are you a one-size-fits-all or do you morph your techniques for the culture of the church?
 - h. Scott H. How many people get involved on the front end?
 - i. Scott S. What different programs have you worked with? (design-build or bid-build)
 - j. Scott S. What do you think of building consultant?
4. General info.
 - a. Consultants are only allowed to work with 4 clients at a time. It keeps it all relational. Spiritual journey with financial implications; not a financial journey with spiritual implications. God owns it all, I am a steward of the resources, and oh, by the way, there is an audit in my future. At the end of the day the campaign is a referendum on Jon's leadership and Trinity's vision.
 - b. Joe's been married 21 years. 4 children. Trained missionaries to fund-raise.
 - c. Need materials to present to congregation. Communications director. Informational materials and inspirational materials.
 - d. Questions the congregation will ask: Is God in this? Has the leadership thought it through? If you answer these questions well, they'll ask you a

3rd question – Will you teach me how to give? Make sure Jon O doesn't do "administrivia."

- e. Spiritual awareness director. You want people to interact with the vision of the church. Organize the devotional materials for the packets. A series of 5 weeks of sermons.
- f. People will give from one of three buckets. First, faith. (If I had a million dollars, I'd pledge it.) Second, cash flow. (I have a job, here's what I can afford.) Third, assets. (This one takes longer to put together.)
- g. Leadership. Treat people's hearts compellingly and with dignity.
- h. A lot of what we're doing is managing people's expectation.
- i. When churches build buildings they often don't think about what will happen when they open the building. Have to think about getting the ministries together for the new facility and the growth in numbers. People won't give you time to figure that out, you have to hit it when you open the door.
- j. Pledging to give is not a sacred oath, it's an intention to give as God provides. So people have opportunity to change the pledge if they need to.

5. Wrap up.

- a. Joe has room in his calendar either spring or fall. If we go spring, it would be March 30 to finish May 11.
- b. Why don't we have a plan to develop the gift of giving? We want people to live their lives getting closer to the thing they treasure most.
- c. We'll hold off on the signage until we start the capital campaign, because we need to know what our campaign slogan is.
- d. Karen will do bulletin announcement weekly. First to the prayer team.
- e. Karen and Scott will work on info to go out to church.
- f. Jan 8, 10, 15, 17 we are holding for interviews with architects.
- g. Our next meetings are December 11th, 13th, 18th.
- h. Jodi organized our cupboards for storage.

6. Scott H closed with prayer. 10:00 p.m.