

Extending the Witness in Your Community ...

When your congregation seeks assistance with pressing building or location needs, where does it make the most sense to turn? The logical answer is to turn to people who understand your history, your beliefs, your structure — to people who share a commitment to your mission of extending the witness in your community.

Since 1883, Disciples of Christ congregations have benefitted from the help and counsel of Church Extension, whose sole purpose for being is to help congregations balance their dreams for ministry with their building needs. We do that with building and location planning consultations, capital campaign services and building loans.

We are eager to listen to you as you share your dreams and needs with us. And, we want you to know us as concerned Disciples who partner with you to empower your congregational witness. We want you to understand that our consultants are people who seek to listen and to understand you and your situation; partners who can connect you with a wide range of congregational services and support that can help you realize your desired results.

Included in this folder are descriptions of our services and consultant profiles. We look forward to hearing from you. It doesn't matter if you are a long-time lay leader, clergy or the recently appointed leader of an ad-hoc task force. Your phone call sets in motion a historically tested, efficient and effective partnership with Church Extension and the Disciples donors and investors all over the United States and Canada who make this ministry possible. It is a Disciples of Christ partnership with one goal in mind — your success as a congregation.



General Consultation

A General Consultation is the primary step most congregations take to access Church Extension's services. It identifies the need for comprehensive ministry planning in preparation for a building project and examines various approaches to that planning. The consultation with Church Extension helps a congregation define its building needs, establish timetables, explore financial capacity and begin planning for site evaluation, a capital campaign and/or a building loan.

A General Consultation involves meeting with a trained congregational services consultant, who brings not only his or her vast experience to the event, but also the aggregate wisdom of Church Extension, developed from working with thousands of congregations over the years. While Church Extension consultants have a wide range of experience with diverse congregational needs (and personally represent the growing diversity of our denomination), they also fully appreciate the uniqueness of each individual congregational situation, including yours.



Mission-driven Planning Services

Services provided by Church Extension, especially those that help congregations map out and realize their building objectives, are a form of planning that includes elements of mission discernment and development. However, some of our consulting services are specifically geared toward helping congregations focus solely and more holistically on ministry planning, prior to identifying any specific building actions:

▶ **Claiming God's Vision**

This tested and effective planning process emphasizes prayer, the use of scripture and the importance of discerning God's will for a congregation in setting ministry priorities and goals. Claiming God's Vision provides a process, complete with a step-by-step manual, that offers guidance and direction in a variety of areas related to ministry planning. The material is designed to be used by a congregation within its own structure and at its own pace.



▶ **New Beginnings Assessment**

This assessment service is specifically aimed at congregations who might be experiencing a long period of stagnation or decline, have significant building issues and who seek ways to shift their mission. Asking the question, "What is God calling your congregation to do and be in this time and place?" New Beginnings is an extensive evaluation of a church, its financial, human and capital resources and potential. The assessment can help congregations determine direction, chart a course for the future and find resources to follow that course on to new life and vitality.



▶ **Demographic Information**

Through Church Extension's partnership with Mission Insite and Percept (Link2Lead.com), we can help your congregation gain access to important demographic information to guide you in a mission-driven planning process that matches your location and facility with your passion for impacting the community.

Building Planning Services



▶ **Site Analysis Consultation**

This service evaluates ministry sites that have been identified by a congregation for possible expansion or relocation.

▶ **Architectural Consultation**

An Architectural Consultation, provided by experienced church architects affiliated with Church Extension, is designed to help congregations resolve specific problems and explore ideas related to facility accessibility and usage, remodeling and renovation advisability and site development.

▶ **Sacred Space Consultation**

A Sacred Space Consultation, provided by a professional liturgical-design consultant affiliated with Church Extension, is designed to help a congregation address specific problems and explore ideas related to enhancing their worship space.

▶ **Building Planning**

This service is provided through two primary consultations, a Building Planning Orientation and a Building Planning Evaluation. These consultations assist established congregations with evaluating their existing buildings and new congregations with planning their first unit by means of a workbook and evaluative planning process. A Church Extension staff consultant is available to orient the congregation's planning team and assist them in an evaluation of their current or envisioned facilities.

▶ **Building Committee Orientation**

This Church Extension service is focused on helping church members optimize the building committee experience, including selecting and working with an architect; developing a construction plan; developing, supervising and managing the construction budget and building timeline.

▶ **Relocation Services**

Church Extension assists congregations seeking to relocate their ministry to another area of the community. These services include helping congregations evaluate target areas and sites; develop financial planning for the project; acquire adequate funding for the project; secure sufficient architectural and building planning guidance; and secure counsel related to the sale of the original building.

▶ **Green Building**

Many church buildings were built prior to the current high prices for energy. Each year it costs more to heat, cool and operate these buildings — resources that could be better used for ministry and mission. Church Extension consultants, some of whom are LEED-certified (Leadership in Energy and Environmental Design) by the U.S. Green Building Council, can conduct an energy audit of your building and work with your congregation to find ways to become a "greener" church.

Capital Fundraising Services

Church Extension has been helping congregations plan and execute capital campaigns for more than a century. Our consultants are knowledgeable and experienced in helping individual congregations determine the type of campaign that will be most effective for them. Church Extension can provide materials and timelines for a campaign and help set reasonable goals and expectations.

Church Extension offers various levels of capital campaign consultation:

▶ **The Signature Campaign**

Designed to guide a congregation through the entire capital campaign process, a Signature Campaign provides step-by-step guidance on planning and executing a successful campaign. We have helped hundreds of congregations reach their capital goals using this campaign model.

▶ **The Express Campaign**

A more streamlined version of the Signature Campaign, the Express Campaign is designed for use by congregations who are very familiar with the capital campaign process and comfortable with implementing it with minimal guidance from a consultant.

▶ **Custom Campaigns**

In many congregations, unique approaches to fundraising are necessary to achieve a campaign goal. Church Extension consultants can help you determine if this applies to your congregation, designing an appropriate campaign process to fit your context.

▶ **The Mustard Seed Service**

The Mustard Seed Service addresses the unique and distinct characteristics of many racial/ethnic (and some Anglo) congregations that may have an impact on giving patterns, campaign design and outcome. Church Extension consultants will work with your congregation to develop a fundraising process that takes advantage of these characteristics and the strengths of your congregation's stewardship theology.

▶ **Ask. Seek. Knock.**

Designed for campaigns of significant size, this service helps congregations move through a capital fundraising and "faith-building" effort, using a step-by-step process to guide Disciples through the mission-driven planning and execution of a large, multi-phase campaign.

While capital campaigns are usually conducted to raise money for specific construction and renovation, Church Extension's campaign services are not limited to these purposes. If your church is contemplating raising long-term funds for site acquisition, building improvement or future construction, Church Extension can be called upon to be an experienced and knowledgeable partner in your effort.



Consultations Related to Starting New Disciples Churches

There are many ways for established congregations to engage in ministries of expanding Disciples witness throughout communities in the United States and Canada. Through its New Church Ministry staff, Church Extension offers resources and consultations if your congregation seeks to partner in planting new Disciples congregations.

► Congregations Planting Congregations

One of the ways the Christian Church (Disciples of Christ) starts new congregations is for existing congregations to intentionally sponsor and support new Disciples communities of faith. Church Extension, in partnership with your region, can help your congregation choose a target area; call, train, and provide a two-year coach for a new pastor; and help you develop a plan for funding this mission.



► Congregations Nesting Congregations

New congregational starts often have difficulty finding long-term housing for their ministries. Most new congregations are not able to afford their own facilities until they are at least seven to 10 years old. One way your congregation can help a new church start is to offer to host or “nest” a new congregation, sharing space until the new congregation is able to find its own facility.

► Congregations Offering Resources

Through the Pentecost Offering, Disciples Mission Fund and other financial donations, your congregation is able to support the Disciples priority of establishing 1,000 new Disciples congregations by 2020. New Church Ministry can provide resources and ideas to help your church support the planting of new congregations.

► Congregations Morphing into New Congregations

Some congregations find themselves in steep decline in worship attendance because the communities surrounding these congregations have changed demographically. Through assessment and coaching from Church Extension staff, and in partnership with regions, some of these congregations decide to intentionally become a different kind of church—to morph into a new people with a new mission that more closely links to the needs and profiles of the people in the community.

Consultations Related to Starting New Disciples Churches *(continued)*

► **Congregations Engaged in Parallel Starts**

Other congregations in changing neighborhoods or communities choose to intentionally start a new congregation in their own facility. A faithful remnant of members will call a pastor who can minister to the remnant group but also has the skills and energy to minister to the new and changing needs of the community. A new church is born of the remnant group and both congregations co-exist separately, but side by side. Church Extension staff can help your congregation decide if this is the right kind of ministry for you.

► **Consultations about Closure and Restart**

Some congregations know that they are at the end of their life-cycles, but are concerned about having a Disciples witness and presence in their communities. Some of these congregations sell their facilities and give the proceeds to their regions or New Church Ministry to help support a new Disciples congregation in another area of their cities or towns. Others choose to close down completely, but offer their facilities to the region or New Church Ministry as a site for a potential new Disciples congregation to emerge. Church Extension staff can help your congregation make sure that Disciples of Christ have a presence in your area, even when your congregation decides its life has come to a close.

► **Assessments and Training for Potential New Church Planters**

Most new church planters come from existing congregations. If there are persons in your church who have an interest in and passion for starting congregations, Church Extension staff can help with the processes of leader discernment, assessment, training and coaching to ensure partnership and support for new planters.



Congregational Loan Services

Church Extension loans are primarily made for purposes of acquiring or improving property or facilities that house your church's ministry. In addition to typical interest-bearing loans, we also provide:

- ◆ Interest-free loans for new church sites and first units, natural disaster emergencies, and to assist congregations that are building their ministry in economically depressed circumstances, among other situations. Interest-free loans are funded through gifts made to various interest-free loan funds held by Church Extension.
- ◆ Low-interest accessibility loans to qualifying congregations renovating facilities to remove barriers for people with disabilities.
- ◆ "Green" loans to qualifying congregations that wish to make environmentally-friendly improvements to their facilities, such as to lighting, HV/AC systems and weatherproofing, appliances and landscaping.



Rates on Church Extension interest-bearing loans vary depending on market and economic conditions. However, in most cases congregations find the rates attractive and are reassured by the fact that the loan is made, not by a secular financial institution, but by a ministry with financial expertise that shares the long-term vision of the Disciples of Christ. Church Extension encourages congregations to involve our consultants as early as possible in the building or acquisition process to ensure the best assistance and outcome for your needs.



Investment Opportunities

Whether it is for long-term capital needs or to “park” resources awaiting a short-term or future project, Church Extension is an excellent place for congregations and individual Disciples to invest their money. We offer a variety of investment vehicles paying attractive interest rates. Perhaps the most important aspect of investing at Church Extension is the knowledge that your invested funds will be used to help Disciples congregations with their facilities or to provide an interest rate reduction on a loan for a congregation-in-need.

Church Extension offers:

- ◆ Flexible Rate Demand Notes
 - Capital Builder Notes
 - Jumbo Mission Notes
- ◆ Flexible Rate Term Notes
- ◆ Fixed Rate Term Notes

Please feel free to call any congregational services consultant or investment services representative at Church Extension for current interest rates and to discuss what type of investment might be best for you or your congregation. Current rates also are available at www.churchextension.org.



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