

“Annual Campaigns That Really Work!”

National Stewardship Kaleidoscope

February 28-March 2, 2011

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Where is Giving Going?

A Ministry for People with Money

1. Your church's most valued ministry—helping members make informed decisions on giving
2. Giving is a pastoral issue—encourage/empower just like other areas of ministry
3. People with money deserve special attention—*everyone* deserves special attention
4. People with money need help—resources mean choices
5. Where else will they learn?
6. Get over it—and help them!

The Real World of Money

1. Boston College researchers estimate that over the next half-century there will be the greatest transfer of wealth in history: \$41trillion-\$136 trillion!
2. Charities stand to receive between \$16 trillion and \$53 trillion in the next 50 years. Other studies have estimated that the larger the estate, the more is given to charity. For estates less than \$1 million, most goes to heirs and little would go to charity. For estates \$1-5 million, charity usually gets eight percent. Larger estates—including those over \$20 million—34% goes to charity. That's a lot of money! **Who will get this money? Those who ask for it!**

The Real World of Church

1. Most churches today are struggling to fund their mission
2. Cost of doing ministry is rising faster than contributions
3. Mission giving shrinks when sessions must choose between salaries and mission
4. Many congregations have shifted to maintenance mode—vision is fading
5. Entire mission effort of the church suffers

Members Want to Support the Church's Ministry

1. Members are asking, **“How can I be a better steward with what God has given me?”**
2. Unfortunately here's the usual order of events:
 - a. People want to support the church's mission
 - b. Church is uneasy talking about money
 - c. People give the money to someone else!
3. We can help them—just by sharing information!

Three Financial Groups of People

1. People who spend more than they make—average family has over \$9000 credit card debt
2. People who spend about what they make—breaking even, but not getting ahead
3. People who have more than they spend—looking for places to share/invest
4. The church can help each of these groups to address their financial concerns

Changing Patterns of Giving

1. Most faithful and generous supporters are “going home”: everybody moves, quits or dies!
2. Those replacing them are younger and financially overextended
3. Tend to be “investors” rather than “givers”
4. We must orient our younger members and teach them about giving
5. We must encourage our older members to help support the church of the future

Most Given by a Few

1. 10% of members give 50% of support
2. 10% give 30% (20% give 80%)
3. 30% give 10%
4. 50% give 10% (33% give nothing at all)
5. Different situations, resources and interests: Does it make sense to treat all people the same?

Earned Income and Accumulated Assets

1. Traditional stewardship and income—tithe, proportional giving, annual campaign, etc.
2. More people prefer to give from assets:
 - a. Aging
 - b. Expanding economy
 - c. More assets to share
3. Address this reality at every opportunity—annual campaign, sermons, classes, etc.
4. This is the area where most new income will arise
5. Personal contact is most effective means to encourage and receive

What Can We Do to Help our Members Give?

Begin with a Healthy Congregation—or the Best One You Have

1. ***It's all about relationship!***
2. Best to have healthy church of healthy people—rarely all at same time
3. Take some time to introduce healthy atmosphere and giving habits prior to campaign
4. Session is vital in setting the tone and standard—begin with confession: “We haven’t been doing a very good job leading in the area of financial stewardship...we are going to try to do a better job...we have asked the pastor...and the CE committee...”

Begin with Stewardship--“The earth is the Lord’s....” --Psalm 24:1

1. If we don’t help our members, society will be happy to fill the vacuum with consumerism!
2. The only subject Jesus addresses more than money is the kingdom of God
3. Year-round stewardship education is a biblical mandate—37 stewardship sermons a year!
4. Don’t talk about “need to give” during annual campaign—talk about “pledging” and mission

Mission Interpretation—we have to have something to support!

1. Members give to a variety of charities—why should they give to the church?
2. Interpretation helps us understand how God’s assets are being used in our midst.
 - Mission—what we’re here to do
 - Values—why it’s important
 - Stories—people’s lives are being changed
3. People do not give to the church because it *has* needs...
People give to the church because it *meets* needs!

Financial Development—fertilizer and fruit of Spirit—Romans 12:4-8

1. Giving is a spiritual gift—key is generosity
2. Open and honest about money—integral part of life
3. Empower individuals
4. Emphasize values
5. Encourage involvement
6. Lead by personal example

Four Types of Gifts

1. Annual Gifts—ongoing ministry of the church
 2. Campaign Gifts—special offerings, capital needs
 3. Special Gifts—donor-selected ministries/missions; may be impulse or planned
 4. Deferred Gifts—usually out of estates
- Let's use all four types of gifts to fund each one—think about it!

Priorities and Options

1. Be clear about priorities—*“The annual fund provides the foundation for our ongoing ministry. We want each of you to give your first and best gift to the Annual Fund.”*
2. Offer options as opportunities—*“We want to provide as many options to support the church's ministry as possible. We want to share more choices than before, so we want to be clear that you are not expected to support all of them—just the ones you like.”*
3. Offer at least 60 special offerings per year—some outside the church
4. Tailor options for certain members—share projects/areas person consistent with priorities

Annual Campaigns Are the Best Way to Help!

Think of the Annual Campaign as a “Campaign”

1. Same process for a capital campaign can be put into the annual campaign
2. Confidential—not secret—information (only those who need to know will know information)
3. Carefully selected committee—connection, concern and capacity—keep small (2-4 people)
4. Farm out parts of campaign—mailings, dinners, gatherings, etc.—to include more people
5. Clearly articulate purpose—why support the church's ministry—don't assume people know!
6. Contact church leaders and key members for leadership gifts—called the “silent phase”
7. Help everyone be a part—called the “public phase”

Do a Good Job

1. It rarely matters what we do—as long as we do it well!
2. Personality of the campaign should be similar to personality of pastor and congregation
3. “Stretch a little” by making a little more crazy or a little more refined—shows importance
4. Be honest about money and what it will do—*“This is what we are doing...and this is what we would like to do...these are not my/our priorities...these are the values this congregation has identified ...these are our values...these are our ministries....”*

Have a Plan...and Follow It!

1. This is important—demands time, attention and resources
2. Begin early—January is best, but summer will do
3. Set deadlines—meet regularly and hold people to them—shows value and importance
4. Presentation is vital—use your best people in public

It's All About Relationship—Treat Different People Differently!

1. Talk to your most generous givers before the public campaign—these people can help you!
2. Enlist them on your committee—or at least as advisors
3. Ask them to make advance/leadership/encouragement pledges
4. Ask leaders—staff, session, deacons, leading supporters—to pledge before public campaign

Send different letters to different people—Give Specific Requests

1. Members who give nothing—ask to consider pledging \$10 per week
2. Members who give but don't pledge—ask to pledge half of usual gifts—but give all of it!
3. Members who pledge and give regularly—thank them/ask percent increase of gift or income
4. Most generous members—thank them and personally deliver top ten percent (best for pastor)

Visit Some Members Every Year

1. Average letter is held less than **four seconds**—including the ones they read!
2. Personal contact is most effective way to share information—shows respect for person and importance of mission
3. Share with members who can make the biggest difference—who has most potential?
4. Don't coerce or pressure—thank them for past support and share future ministry
5. Let your personality, their personality and your relationship determine your conversation

Visit Everyone—Every Now and Again

1. Called an “Every Member Canvass”
2. Can be done anytime of year—Session Check In and Check Up
3. If done as part of annual campaign, take time to talk about church
4. Volunteers are the key—and greatest risk!

Talk about the Mission of the Church

1. Help members understand importance of giving beyond self
2. Session models for members—personal giving (all pledge/give) and budget gifts to mission
3. Pictures of what mission does as well as ministry
4. Be proud to be a Presbyterian—we often take for granted the special attributes of our church
5. Contact Presbytery/Synod/General Assembly for materials on “mission beyond our doors”

Address the Stereotypes

1. *“They don't need my money—they have \$1million in the bank”*
 - a. Talk about ministry income—those who are willing to understand will get it
 - b. Talk about operating reserve—3-6 months operating expense to protect church
 - c. Talk about endowments—opportunity to help them see the value of endowments (“they keep giving each year...”)
2. *“He's just saying that because he wants a raise.”*
 - a. “I want a raise—or at least to break even with a COL increase. Doesn't everyone?”
 - b. “We have a wonderful staff who serves us generously throughout the year. God has given us the responsibility to take care of them as they take care of us.”
3. *“They're just trying to manipulate me by 'guilting' me into giving.”*
 - a. “Guilt is not always a bad thing—especially if what you're doing is wrong!”
 - b. “Stewardship is a vital part of discipleship. We talk about it all year long in terms of time, talents and treasure. At this time of year, we talk about treasure—because that's what we're doing now. We're talking about funding the ongoing ministry of this congregation and the Presbyterian Church around the world.”

Components of a Good Narrative Budget

Budgets can be Confusing

1. Some don't understand the numbers—most don't understand why they should care
2. Few understand why the church needs money when they have some in the bank
3. Many just want to be sold—explained, interpreted, challenged

Narrative Budgets Connect the Dots

1. Put **faces** on the numbers—help members see where the money comes from and goes to
2. Use **present budget**—not next year's dream budget—leaders can thank and church celebrate
3. Talk about **income** and investment—many don't know how to give most effectively for them
4. **No “Administration,” “Personnel,” “Facilities”**—these are included in the ministry areas
5. Order items as people experience them—**worship** is usually over half of ministry investment

Try to Be “Normal” When Talking About Money

The More “Normal” You Are, the More You Can Help

1. Most people are conditioned to feel uncomfortable talking about money in church
2. You can help them by being “normal”—be yourself
3. Just be honest about what you're planning to do and how much it's going to cost
4. Your members will appreciate it and respond with their own “normal”
5. They will call you later with more offers to help

Don't be afraid to Ask

1. Most members don't have a system for determining their pledge
2. “What other people think is an appropriate amount for me to give.” How squishy is this!
3. Give specific examples
 - a. Tithe—income or assets—“this is the biblical standard and a good place to begin”
 - b. Proportional Giving—based on percentages
 - c. Planned Growth in Giving—increase 1% of income each year
 - d. Special Gifts—in addition to pledge—to support particular ministry or mission
 - e. Endowments—endow pledge; endow ministry/mission area; endow “wherever it's needed most”
4. Most people respond better if asked in person

Say Thank You

1. Easiest piece of process to forget—and the most important!
2. Say thank you in at least four different ways:
 - a. Say Thank You within twenty-four hours—email, telephone, personal contact
 - b. Hand-written Note—mailed next day
 - c. Formal Letter from committee or session—hand-signed by each member!
 - d. Phone calls—“Thank-a-thon” with youth
 - e. Newsletter or Website
 - f. Personal Visits—to deepen relationship, admit how you felt while meeting with them
3. What do we do after we have their money? Do we ever want another gift?
4. ***It's all about relationship!***

Thank you for serving our church...we're all in this together!

Worship and Witness through Giving: An Alternative to Empty Offering Plates

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Why should we worry about empty offering plates?

What does an empty offering plate convey to our children and visitors? With so many of our faithful members giving their offerings on regular—but not weekly—schedules, the offering plate can be almost empty! What does this teach our children about the importance of giving? How can we witness to our commitment while making the weekly time of offering a more meaningful part of worship?



One option is to make green “Worship and Witness through Giving” cards and place them in the pew racks with the envelopes, visitor information cards, etc.. Invite your members to place one of these cards in the offering plate as an active, visible sign of worship and witness. Either that, or put in some money! These cards provide something to “do” in worship in between the times of using their pledge envelope. Because they are not dated, the cards may be placed by in the pew racks and used week after week. That’s Good Stewardship!

Will some people abuse this by putting a card in the plate without ongoing support? Of course they will! They are the same folks who presently put in empty offering envelopes. Will everyone use them? Of course not! But those who care about training your children and interpreting your church to visitors will jump on the chance! Here’s one way to do it:

Information in Bulletin under “Offering”:

“If you give your pledge, tithe and/or offering on a non-weekly basis (monthly, quarterly, etc.), you are invited to place one of the green “Worship and Witness through Giving” cards in the offering plate as your act of worship and witness for today. We do this as a way to teach our children by word and example the importance of giving in worship.”

Printing on Front of Card:

Worship and Witness through Giving
In gratitude to God for grace and countless blessings,
I regularly support the ministry of our church with my contributions.
Please accept this card today as my act of worship and witness.
Thanks be to God!

Printing on Back of Card:

Thanks be to God!

“What Jesus Had to Say about Money”

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Therefore I tell you, do not worry about your life, what you will eat, or about your body, what you will wear. For life is more than food and the body more than clothing. Consider the ravens: they neither sow nor reap, they have neither storehouse nor barn, and yet God feeds them. Of how much more value are you than the birds! And can any of you by worrying add a single hour to your span of life? If then you are not able to do so small a thing as that, why do you worry about the rest? Consider the lilies, how they grow: they neither toil nor spin; yet I tell you, even Solomon in all his glory was not clothed like one of these. But if God so clothes the grass of the field, which is alive today and tomorrow is thrown into the oven, how much more will he clothe you—you of little faith! And do not keep striving for what you are to eat and what you are to drink, and do not keep worrying. For it is the nations of the world that strive after all these things, and your Father knows that you need them. Instead, strive for his kingdom, and these things will be given to you as well. Do not be afraid, little flock, for it is your Father’s good pleasure to give you the kingdom. Sell your possessions, and give alms. Make purses for yourselves that do not wear out, an unfailing treasure in heaven, where no thief comes near and no moth destroys. For where your treasure is, there your heart will be also. —Luke 12:22-34

From everyone to whom much has been given, much will be required; and from the one to whom much has been entrusted, even more will be demanded. —Luke 12:48

Bible speaks a lot about money and possessions

1. Roughly 2,350 verses in Bible
2. Common theme throughout law and prophets
3. Trademark of God’s people—care for the poor and needy

Jesus continued biblical tradition about money and possessions

1. One of every seven verses in first three gospels
2. About one-third (16 of 38) parables
3. 15% of everything Jesus said
4. Twice as much as prayer and faith combined
5. Only Kingdom of God gets more attention—much in terms of money
6. Today translates into 17 stewardship sermons each year

Why Speak About Money So Much?

1. Fundamental connection between a person’s spiritual life and their attitudes/actions concerning money and possessions
2. Potential for dangerous bondage
3. Potential for gracious generosity

Context of Jesus' Words—the First Century

Romans ruled all the world—the values prevailed

1. Ruled by elite class of government officials—opulence and decadence
2. One-third of Rome were slaves—20% of empire
3. Jewish leadership—Jewish governor and Sanhedrin (71 members)

Religious Rule

1. Temple ruled by elite priests—governed religious lives of everyone
2. Rules on personal conduct emphasized—more than public good
3. Scriptural theme of justice for poor reserved for “lunatic fringe”

Economics of the Day

1. Most people (80-90%) lived on subsistence income—one denarius per day
2. Small, educated elite class
 - Landowners—wealthy and absent
 - Government Officials
 - Religious Leaders

Overview of What Jesus Said About Money

Money is real part of life—can be used or abused—can't be ignored

1. Money can be dangerous—“the love of money is the root of all evil.” (1 Timothy 6:10)
2. Holder can be beholden to it—bondage
3. Security based on riches rather than faith
4. Sharp line between serving God and serving “mammon”
5. Jesus did not condemn possessions or commend poverty
6. Warned of dangers

Money as Gift

1. Life—and all parts of it—are a gift
2. What did you do to deserve your parents?
3. Must remember where it comes from—steward rather than owner
4. To forget is to fall prey to failure
5. Stewards—it doesn't belong to us
6. Stewards—we have what we have for a short time
7. Stewards—what we do with what we have is a witness to God's generosity

Generosity is God's Way

1. Giving freely frees us from money's bondage
2. Giving generously opens our lives to God's grace and provision
3. Joyful—Hopeful—Graceful
4. Giving helps those who have less and need help
5. Generosity is not welfare—it's justice
6. Generosity helps others—and us!

Let's Look at a Couple Sayings

Ancient Words

Luke 12:22-34 and Luke 12:48 (please read above)

1. Who was Jesus talking to?
2. What was Jesus trying to say to them?
3. What does Jesus want them to do?

Modern Context

Most of us rank as the richest people living today. The middle-class income of a family headed by a college graduate in the United States makes us richer than 95% of people on the planet, and richer than 99.9% of people who ever lived (*New York Times Magazine*, June 9, 2002, page 88).

4. How does it make us feel to be considered “rich”?
5. Does this change the way we look at ourselves and others?
6. What can we do to help people with less than ourselves?

How Can We Apply Jesus' Sayings?

Honor Jesus' Example

1. Talk about faith and finances
2. Spiritual Implications—God lives today
3. Practical Implications—we get to break the ice

What are some ways we can help this happen?

Enjoy the Gift

1. Gratitude becomes foundational attitude
2. Look and “see” people who have less
3. Appreciate our gifts—say thank you

What are some ways we can help this happen?

Enjoy Generosity

1. Generosity becomes our trademark as Christians
2. Give joyfully to help those who have less
3. Appreciate the opportunity to give

What are some ways we can help this happen?

Some of Jesus' Sayings about Money

Money and Possessions

- The Rich Fool—Luke 12:16-21
- The Shrewd Manager 16:1-8
- The Talents—Matthew 25:14-30; Luke 19:11-27

God's Ownership

- The Cost of Discipleship—Luke 14:28-33
- The Faithful and Wise Servant—Matthew 24:45-51; Luke 12:42-48
- The Great Banquet—Luke 14:16-24
- The Master and his Servant—Luke 17:7-10
- The Shepherd and his Flock—John 10:1-18
- The Tenants—Matthew 21:33-44; Mark 12:1-11; Luke 20:9-18
- The Thief—Matthew 24:42-44; Luke 12:39-40
- The Two Sons—Matthew 21:28-32
- The Unfruitful Fig Tree—Luke 13:6-9
- The Unmerciful Servant—Matthew 18:23-35
- The Watchful Servants—Mark 13:34-37; Luke 12:35-40
- The Wedding Banquet—Matthew 22:2-14

Human Prosperity and Poverty

- The Lost Sheep—Matthew 18:12-14; Luke 15:4-7
- The Rich Man and Lazarus—Luke 16:19-31
- The Widow's Mite—Mark 12:43-44
- Bigger Barns—Luke 12:16-21

Gratitude

- The Workers in the Vineyard—Matthew 20:1-16
- The Pharisee and the Tax Collector—Luke 18:9-14
- Woman Anointing Jesus—Luke 7:36-49

Following God in Finances

- Two Masters—Matthew 6:24
- Deny Self and Follow Me—Matthew 16:24-26
- Don't Worry About Life—Luke 12:22-34
- Good Measure will be Given Back—Luke 6:37-38
- Much Given, Much Required—Luke 12:48

Eternal Reward

- The Hidden Treasure—Matthew 13:44
- The Lowest Seat at the Feast—Luke 14:7-14
- The Sheep and the Goats—Matthew 25:31-46
- The Valuable Pearl—Matthew 13:45-46
- The Wise and Foolish Builders—Matthew 7:24-27; Luke 6:46-49

Guided by Gratitude...Forward by Faith

2012 General Fund Campaign Schedule Proposed to Session May 10, 2011

October 11	Session Meeting	Each member signs letter #1 (if gone, stop by office) Each member receives narrative budget/pledge card—100%! Review session testimony schedule
October 25	Mailing #1	Mail letter #1/narrative budget/pledge card—interpret theme and explain schedule/encourage support
October 30	Kick-Off Sunday	Introduce campaign theme and “income” to congregation Session member testimonies on “Forward by Faith” Begin receiving pledges cards from congregation All session pledges cards returned—100%! Luncheon after second service (Parish Life hosts)— Session members at each table to outline Narrative Budget and share their personal hopes for future
November 1	Newsletter Mailing	Theme on front cover Pastor’s article on campaign—remind dedication, November 14
November 6	Sunday #2	Explain “worship, education and member care” in narrative budget Session member testimonies on “Forward by Faith”
November 8	Mailing #2	Mail letter #2—report progress/remind to turn in card
November 13	Dedication Sunday	Explain “mission” in narrative budget Session member testimonies on “Forward by Faith” Ushers process w/collected cards; pastor leads dedication prayer
November 20	Follow-Up Sunday	Report results/thank you
November 22	Mailing #3	Mail letter #3—report results/thank for support/forward by faith!

Sample Letter #1 (Mailed with Narrative Budget and Pledge Card)

October 25, 2011

*(Mail Merge Name
Address
City, State Zip)*

Dear *(mail merge first names of each person in household)*:

We want to begin by saying “thank you.” So often it is easy to get caught up in the work of this church and forget to express our gratitude to those around us whose tithes and offerings make this ministry possible. This stewardship season, the Session is committed to making sure we begin on a positive note. THANK YOU for your ongoing support for the ministry and mission of our church.

We are very excited about our future. Now that we have called Rob Erickson as our new pastor, we are looking to the future with a new sense of expectancy and hope. This will be a year of “getting acquainted” and learning more about each other. It will also be a year of devotion and commitment to the God who has called us to be church. Together we move forward.

The theme for this year’s stewardship campaign is “Guided by Gratitude...Forward by Faith.” Enclosed you will find a brochure, “A Look at Our Ministry,” that outlines our emphasis as well as an overview of our church ministry and missions. Also enclosed is a Pledge Card for your convenience, which may be turned in or mailed by November 13. Hopefully these will help all of us all to remember and appreciate what God is doing in our church and how we are blessed to have a part in this shared ministry.

We will begin this Sunday, October 30, and continue our dual emphasis on gratitude and faith until November 13, when we will gather to dedicate and celebrate our commitments to God.

With all of the transitions involved in calling and relocating a new pastor, we are anticipating a need for a six percent increase in the General Fund for next year. Therefore we are hoping generous supporters like you will help with this necessary increase.

We thank you in advance for prayerfully considering your pledge toward next year’s ministry. And we invite you to join us in moving “forward by faith” this year. **Thanks be to God!**

Thank you for your support,

Your Session

(All Session Members Sign Here)

Sample Letter #2 (Mailed to Congregation)

November 8, 2011

Dear Family and Friends of First Presbyterian Church:

You are such a generous people! Normally at this stage of a stewardship campaign, the leaders are begging people to hurry up and turn in their pledge cards. Not at First Presbyterian Church. Many of you have already turned them in! The Session has a simple phrase for each of you who have already mailed or brought your pledge card to church: **thank you**. Thank you very much.

The theme for this year's stewardship campaign is "Guided by Gratitude...Forward by Faith." You already have made us grateful and hopeful to work with such a faithful and generous group of members. We hope the testimonies of our session members are providing you with an opportunity to reflect on your own gratitude and hope for our shared future. We also hope you are enjoying our attempts to explain our "income and investments" within and through First Presbyterian—we do a lot of good ministry and mission!

If you haven't turned in your pledge card yet, there's still time. Please mail or bring it to church in the next two weeks. We want to include your commitment as part of our church-wide dedication on November 13. If you have misplaced your pledge card, extra copies are available in the church office and at the back of the sanctuary.

We will dedicate all of your pledges on Sunday, November 13, when we will gather to celebrate our commitments to God. Please make every effort to worship with us.

We thank you in advance for prayerfully considering your pledge toward next year's ministry. And we invite you to join us all in being "guided by gratitude" this year. **Thanks be to God!**

Yours in Christ,

Tim Collins
Moderator, Stewardship Committee of Session

Rob Erickson
Pastor

Sample Letter #3 (Mailed to Congregation after Dedication Sunday)

November 15, 2010

Dear Family and Friends of First Presbyterian Church:

We are so blessed here at First Presbyterian Church! As we wrap up this year's General Fund campaign, your response has been so generous. Most of the pledge cards have been turned in and next year looks hopeful. **So far we have received ___pledges totaling \$_____—which represents a ___% increase from the same pledges last year.** Combined with other projected income, we feel confident that we will be able to fulfill our mission for next year. The Session has a simple phrase for each of you who have already mailed or brought your pledge card to church: thank you. Thank you very much.

The theme for this year's stewardship campaign is “*Guided by Gratitude...Forward by Faith.*” You already have made us grateful to work with such a faithful and generous group of members. We hope you enjoyed the testimonies of our session members, as well as our attempts to explain our “income and investments”—we do a lot of good ministry and mission! With our new pastor with us now, the next year promises great blessings and continued growth. The best is yet to come!

If you haven't turned in your pledge card yet, there's still time. Please mail or bring it to church at your convenience. The session is already working on next year's budget plan, so the sooner you turn it in, the more it will help us to make informed decisions. If you have misplaced your pledge card, extra copies are available in the church office. Of call us and we'll mail it!

Again, thank you for a wonderful stewardship season. We invite you to join us all in moving “forward by faith” this year. **Thanks be to God!**

Yours in Christ,

Tim Collins
Moderator, Stewardship Committee of Session

Rob Erickson
Pastor

A Look Into Our Ministry



A Message from our Session

Here is an overview of this year's church budget. We want to thank each of you who make this ministry possible through your commitments and contributions. Hopefully, it will help each of us to see how our gifts are used and what a difference they make.

Each year our church budget is based on the careful recommendation of each church committee. Each is "ministry-based," estimating the actual cost of performing the ministries and missions entrusted to them.

Next year's projected budget will be similar in proportion, while the actual numbers will probably increase. Based on our initial projections, we are anticipating a **six percent increase** in ministry investments. Of course, this will only happen if we can anticipate a six percent increase in ministry income!

This is an ambitious, but reachable goal. It will require sacrificial giving not only by those presently supporting the ministries of our church, but also by those who have not yet shared in this collective responsibility up to now.

If you have any questions, please contact a Stewardship Committee member or anyone from the session. You may bring your commitment card to church anytime before **Sunday, November 13, 2011**, or simply mail it to the church office.

Thank you for your trust and support,

Tim Collins

Stewardship Committee Moderator

The Ministry of our Church...

Our Ministry Income

Pledged Commitments	\$570,000
Gifts given but not Pledged	\$60,000
Loose Offering	\$14,000
Funds Transfers (other sources)	\$119,000
Interest Income	\$2,000
User Fees	\$4,000
Mission Endowment Revenue	\$5,000
(To be used for Mission Efforts)	

Total Projected 2011 Income **\$774,000**

Our Ministry Investment

Our Worship Ministry **\$220,198**

Worship is the center of our life together, as we gather to sing praises, proclaim Good News, and gain insight for the rest of our week. Worship also provides an opportunity for new people to experience God's grace and our care.

Worship ministries are provided by the Worship Committee, our Pastor (50%), Associate Pastor (20%), Choir Director, Special Music Director and Organist. Support is provided by our Nursery Workers. These ministries are also made possible through the work of our support staff and our wonderful facilities.

Our Education Ministry **\$146,560**

Education provides the training and knowledge of scripture and its application, in order to develop confident disciples. Whether we are talking about Sunday Church School or the many other Bible Study opportunities, our congregation values its time together in study. Our children and youth are a special concern for us, so we focus much time—and money—on their care.

Education ministries are provided by our Christian Education Committee, Christian Educator, Pastor (10%), Associate Pastor (10%) and Youth Director. The budget also funds our week-day children's ministries. These ministries are further supported by our staff, as well as our multi-leveled education wing.

...Through the General Fund

Our Caring Ministry for our Members \$116,763

Caring for our members has always been important to our shared life. Whenever a member of our church family has a need, there is a team of trained, caring people to sit with them and provide an uplifting, supportive word.

These Caring Ministries are provided by our Deacons, Stephen Ministers, and the Family Life Council. Our Parish Life and Family Life Committees assist in valuable ways. Our Associate Pastor (30%) and Pastor (20%) also help to coordinate this care, with the assistance of our support staff.

Our Mission Ministries and Outreach \$224,479

Mission is one of our “trademarks.” We are known for our commitment to mission both in this community and around the world. Our three international partnerships in Hungary, Peru and Malawi compliment our outreach in our local community to emphasize our balanced approach to outreach and mission. This ministry involves many members and a large portion of our investments.

Our Mission Ministries are coordinated by our congregation’s Mission Committee, as well as our Pastor (20%) and Associate Pastor (40%). Other designated gifts are forwarded as requested by their donors.

Our Presbyterian Partnerships \$66,000

We value our Presbyterian heritage and look for ways to support Presbyterian causes at all levels of our church. This ministry is a partnership of our congregation joining with other congregations, to provide shared care and mission in Mid-Missouri, Mid-America and throughout our nation and world.

Our connection to the larger church underwrites the ecclesiastical needs and cooperative mission provided through our larger church. Support for this shared mission and ministry is channeled through budget gifts to the Presbyterian Church (USA), Synod of Mid-America and the Presbytery of Missouri Union, as well as some designated gifts for national efforts such as Montreat.

Total Projected 2011 Investment \$774,000

**First Presbyterian Church
324 Madison Street
Jefferson City, MO 65101**

**“Guided by Gratitude...
...Forward by Faith”**

A Message from our Pastors

Dear Church Family,

This stewardship brochure reaches you at a high point in our church’s ministry. Our members continue to give generously in an effort both to care for one another and to help our community find the way that leads to life. In difficult and bewildering times for many in our society, the church is steering a bold yet steady course through the waters.

We urge you to express your support for our church and its ongoing missions and ministries by committing to the 2012 General Fund with a significant offering of your financial blessings. You can do this by:

1. Prayerfully and thoughtfully filling out the enclosed pledge card.
2. Coming with your pledge card to church during November in time for our **Dedication Sunday on November 13, 2011**. If you are unable to attend that day, you may mail the card to the church office.

This year’s theme is **“Guided by Gratitude...Forward by Faith.”** Exciting and demanding times such as these give us an opportunity to do our best. Let us do our best, to the glory of God and in service to our world!

Rob Erickson
Pastor

David Henry
Associate Pastor

Guided by Gratitude...Forward by Faith

In response to the blessings I have received from God through the ministry of First Presbyterian Church, I plan to support our shared mission with my giving as part of my effort to move "forward by faith."

My commitment to First Presbyterian Church for 2012 is:

\$ _____ weekly or \$ _____ monthly or \$ _____ annually

(This commitment may be revised or cancelled at any time at my request)

My previous pledge for 2011 was _____

____ I would like to receive information on how to participate in an automatic transfer program.

Name _____ Date _____

Address _____

Phone _____ E-mail _____

Sample Thank You Letter from Session to Members who Pledge

Date

Name

Address

City, State Zip

Dear Name of Member(s):

As a session, we want to thank you for making a commitment toward next year's annual ministry budget. It takes all of us working together to fulfill the ministry God has set before us. Your financial contributions play a vital role in making this ministry happen. We want you to know that we really appreciate your confidence and support.

We consider your financial commitment to be a sacred covenant between you, the session, the church and God. Just as you have committed your resources, so also we want to commit ourselves to you. As a session, we pledge to you that we will do our best to be good stewards of the funds you entrust, seeking to make the best decisions possible to further our church's ministry and mission.

If you ever have a question about anything in our church—including financial decisions—please don't hesitate to contact one of us. We are here to serve you and our congregation, and we desire to be as open and transparent in our deliberations as we can.

Once again, thank you for your financial commitment and for all you do in our church.

Grace and Peace to You,

Your Session

(All the session members sign each letter here)

Stewardship Bibliography

Reverend Bob Sheldon
252 Mountain View Lane
Estes Park, Colorado 80517

303-588-3409 (mobile)
970-586-5533 (home)
Bob.Sheldon@presbynet.org (email)
www.synodrm.org (information on website)

Websites that Might Be Helpful

WWW.PCUSA.ORG/STEWARDSHIP

Presbyterian Church (U.S.A.) resources for annual campaigns stewardship in general and stewardship education.

WWW.STEWARDSHIPRESOURCES.ORG

A good site for annual campaign themes and other stewardship resources from the Ecumenical Stewardship Center

WWW.SYNODRM.ORG

Has over 70 Downloadable tools for stewardship and fundraising—annual campaigns, special giving, endowments, yearend giving, etc.

WWW.LUTHERSEM.EDU/STEWARDSHIP

Newsletter, Stewardship for the Twenty-first Century, available and other resources

WWW.HENRINOEWEN.ORG/HOME/BOOKLET

Go here for free 40-page booklet, “The Spirituality of Fund Raising”

Books that Might Be Helpful

Creating Congregations of Generous People, Michael Durall

A very good book on the spiritual nature of financial discipleship. The last two chapters outline some practical steps to annual campaigns.

Revolutionizing Christian Stewardship for the 21st Century: Lessons from Copernicus;

Dan R. Dick

The book describes a viable alternative to a church being driven by structure and budget. The author calls us to reorient ourselves in relationship to God and God’s church. He describes what may be considered a radical reorientation in thinking about Christian stewardship.

The Dancing Steward: Exploring Christian Stewardship Lifestyles; Christopher Levan

Great discussion starters. The end of each chapter or selection offers experiential learning suggestions as well as questions for discussion.

Plain Talk about Churches and Money; Dean Hoge, et. al

This book is the result of listening to what pastors and congregation members say and think about money. It explodes myths, reveals facts and explores out motivations for giving. A helpful and very readable book. Excellent for pastors and committee members to read and discuss.

The Abingdon Guide to Funding Ministry: An Innovative Sourcebook for Pastors and Church Leaders; Donald W. Joiner & Norma Wimberly

This is an annual publication. They provide practical suggestions for leaders in congregations that are called to solicit, manage and utilize contributions in an effective and appropriate manner.

Behind the Stained Glass Windows: Money Dynamics in the Church; John and Sylvia Ronsvale

This book is written by nationally recognized leaders in the field of giving to the church in the United States. Great background.

More Than Money: Portraits of Transformative Stewardship; Patrick H. McNamara; Alban Institute Publication

Glimpses of churches where “it works” and the common themes among this diverse group

Growing Givers’ Hearts: Treating Fundraising as a Ministry; Thomas H. Jeavons & Rebekah Burch Basinger

Looking at the whole issue from the funds development standpoint. Many themes are the same as other thinkers in this area today, however, the first I have seen to tackle what it means to be in Christian funds development. Many good thoughts on the giver and faith and money issues.

Generous Saints: Congregations Rethinking Ethics and Money, James Hudnut-Beumler, Alban Institute Publication

This book is meant to be used by congregational leaders to help put our economic challenges in a larger theological perspective. This book deals in a realistic way with many money issues that confront congregations today.

The Price of Faith: Exploring our Choices about Money and Wealth Cross, Marie T.

A very good ten session study course with instructions on how to use the material in the book.

Graceful Living: Your Faith, Values, and Money in Changing Times Dunham, Laura
Reading this book is easy and enjoyable—and you’ll learn something, too! It provides a good context for talking about money and practical steps for addressing people’s needs at various life stages.

At Ease: Discussing Money and Values in Small Groups Ronsvalle, John & Sylvia

This book contains three levels of questions that bring a small group every deeper into the subject of money, values and faith. Good background information and instructions as to how to use the book with a small group.

Sharing Possessions: Mandate and Symbol of Faith Johnson, Luke T.

This is a great book! It is detailed but was very helpful to me. Don’t read this first... Written almost thirty years ago it is out of print. Will take some looking...

Faith’s Freedom: A Classic Spirituality for Contemporary Christians Johnson, Luke T.,

Besides other great stuff this one has a chapter on financial discipleship