

Enabling Development - Do We Still Need Fundraising?

“Skin in the game” is a term coined by renowned investor and philanthropist Warren Buffett referring to situations in which people within a company use their own money to buy stock in the company they are running. Whereas it may be possible to achieve development value from church property to assist in building new church facilities, there is significant benefit if the church members need to fund it as well.

Of course we should aim to achieve best value for any church property assets that are sold or offered for long-term lease. If we fail to do this someone else in the development chain will make the money that should have been the reasonable inheritance of the church. However value can mean many things. It may be the cash value of the developable land, building work carried out in exchange for land value, affordable housing provided at low-cost or some other benefit. It is reasonable for the church to “leverage the value” from any potential development and professional help should be sought to ensure this.

So why do we still need fundraising? Can't we simply build for the church using the proceeds of the enabling development? This depends upon the Church's mission calling. Many churches needs for new facilities are more ambitious than what can reasonably be bought with funds coming from development.

Some churches will choose to set aside some of the money to support a parallel building project in the developing world as well as funding their own building project. The benefit can then be celebrated “in two mission fields”.

In other cases the church may wish to preserve a public open space within the scheme rather than “maxing-out” the development potential. This can be a form of blessing the community. These ideas require additional funding which will need to be raised from within the church membership.

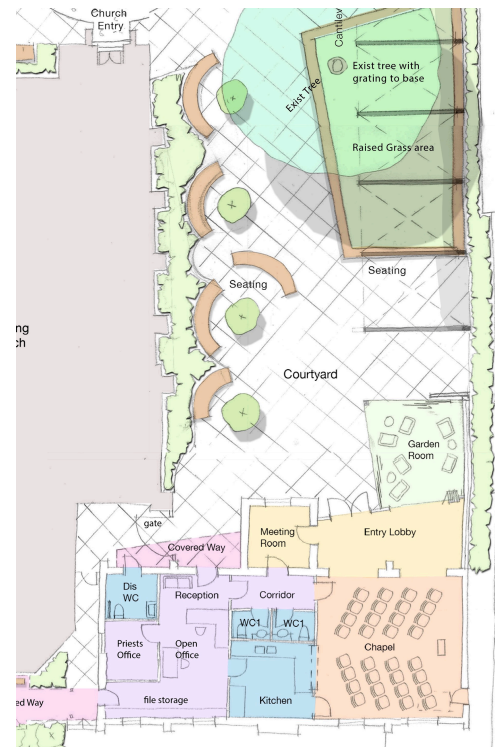
Communicating and sharing the vision for this is a significant challenge for any church leader. It will be important to pre-empt any suggestion that we ought to be able to “just live within our means” in terms of the enabling development income. It will be important to engage the people in the process, clearly communicate the missional benefits of the new facilities, show that the shortfall is reasonable and effectively to raise the challenge for additional funding. I have seen commitment at this level result in significant deepening of faith in individuals. This is not self-indulgent; we are building for the future church, our children, our inheritors. We are using value established by our predecessors and adding to it.

Next time - Starting a series of on-screen presentation resources for leaders.

More reviews for [Making Property Serve Mission](#)

Strongly recommended, not just for decision-makers on committees but for any member of the congregation facing change.

Suzanne Yanko - Crosslight magazine & Baptists on Mission Blog



Part of the mission of this church was to engage with office workers who used the church grounds during lunch time. The small extension and re-landscaping will improve comfort and enable small music ensemble performances as well as providing a rentable seminar space.

