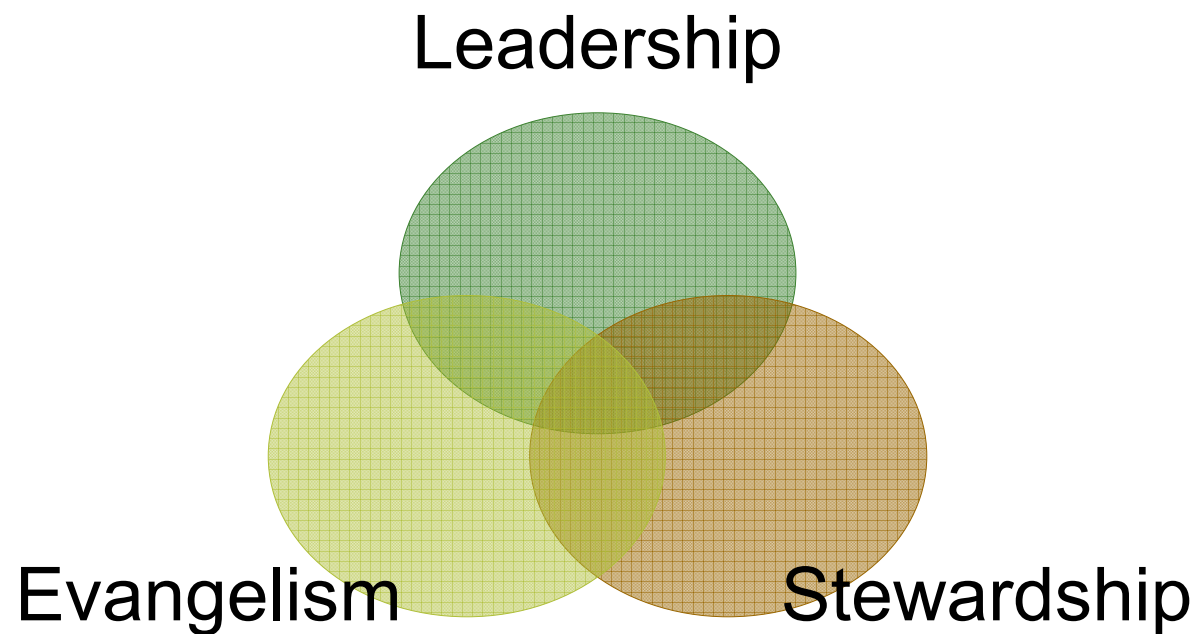
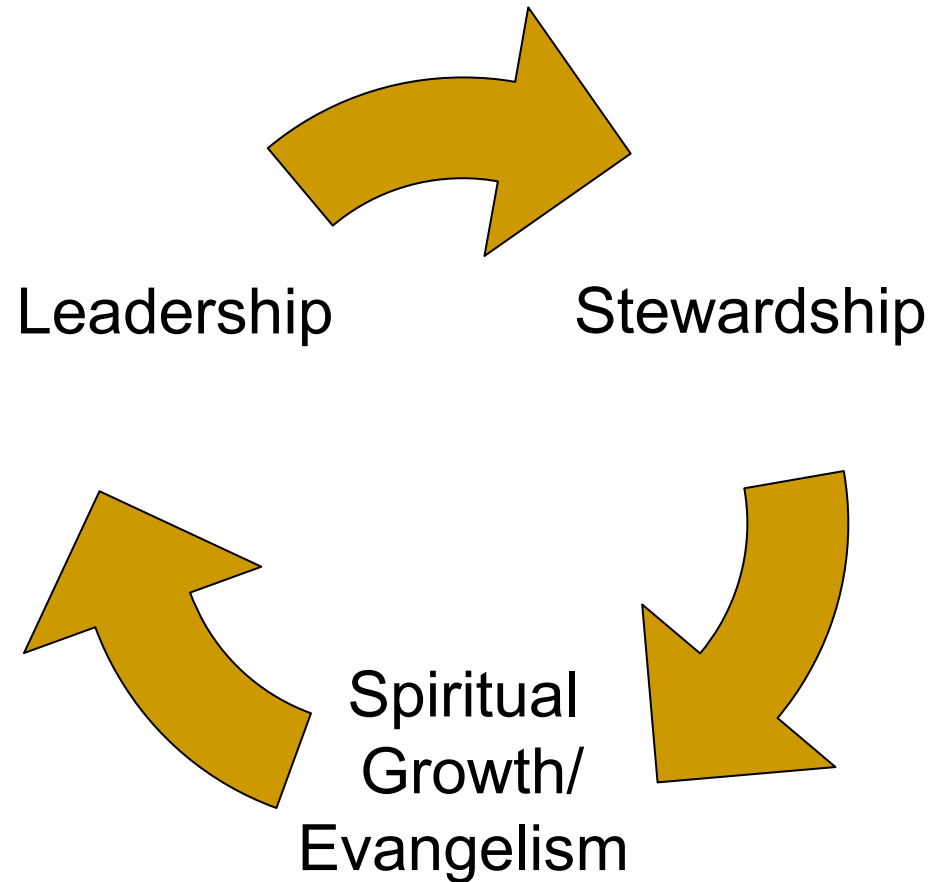

Stewardship and Financial Development

Jim Newman
Director of Stewardship and Financial Development
Anglican Diocese of Niagara
Fall Synod 2005

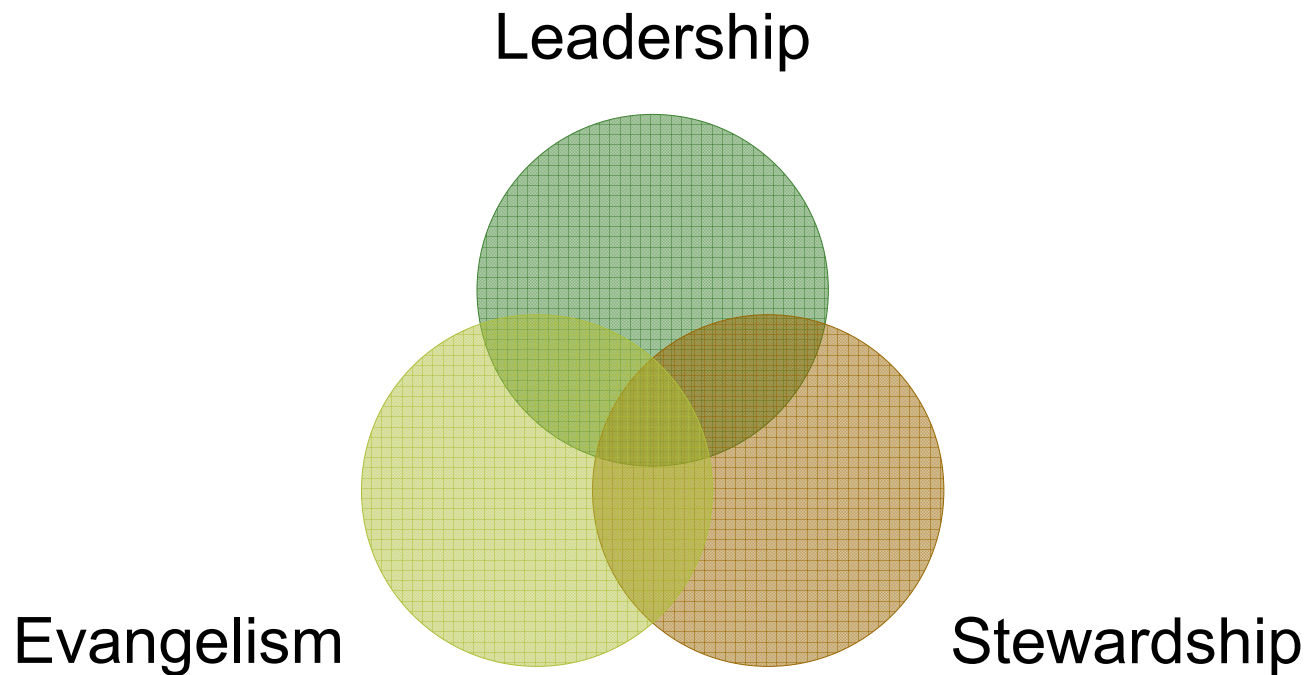
Foundation of our effectiveness:



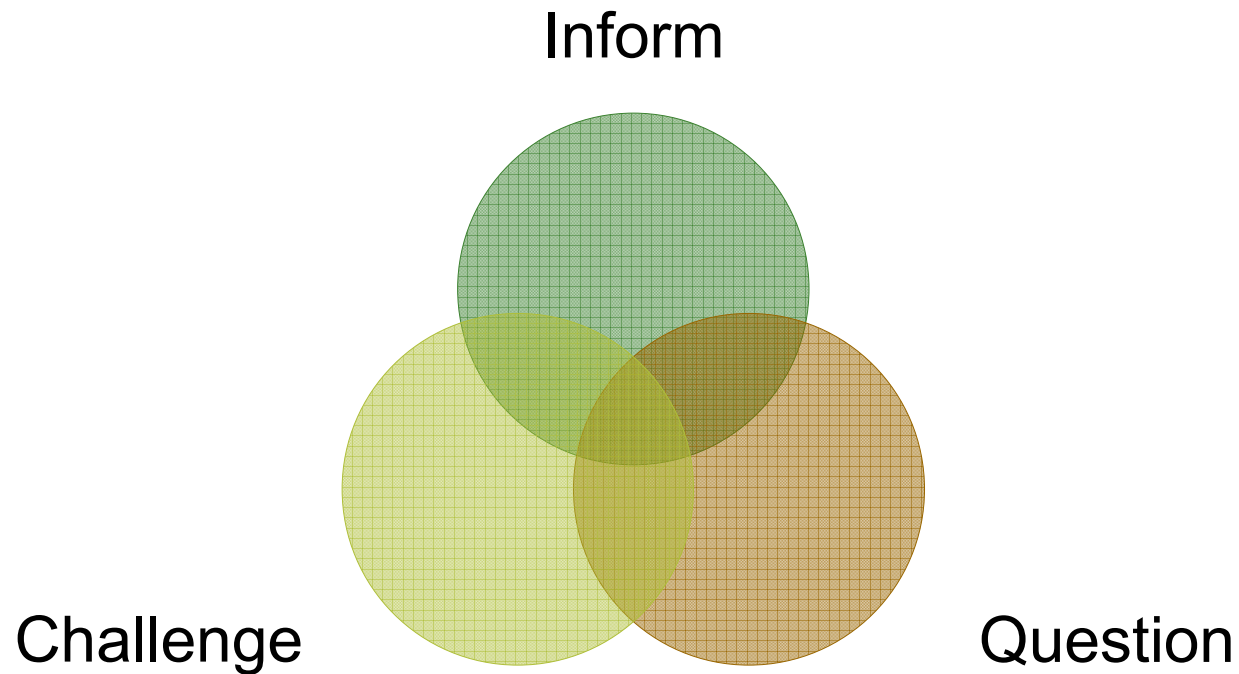
A Personal Experience



A profound and intimate connection . . .



Objectives of this presentation . . .



I began this ministry in September 2005

They said . . .

I said . . .

❑ *It's half time.*

Perfect!

❑ *You are busy!*

Yes!

❑ *Don't overdo it.*

OK!

❑ *You're enjoying this?*

I love it!

Since September 1 2005

- S&FD activity with 43 of 104 parishes
 - One on one consultations
 - Stewardship Committees
 - PAC Meetings
 - Corporations
 - Regional Saturday morning Workshops
 - Clericus Meetings
 - DRC and Parish Halls

Stewardship? Anyone, anytime, anywhere!

I give thanks for all parishes . . .

- where year-round stewardship is a way of life
 - re-starting a stalled year-round program
 - taking small stewardship steps
 - struggling, not sure what to do next
 - lost in the stewardship wilderness
-

Some cold hard facts . . .

- National vs. Niagara \$800 vs. \$750
 - Newfoundland vs. Niagara \$1200 vs. \$750
 - David Suzuki --- 5 more planet earths!
 - 23% (1.5 billion) live on <\$1/day
 - Anglican Gifts to Salvation Army > Church
 - Anglican Gifts to World Vision > PWRDF
-

Some nice warm facts

- The churches that do best in church finances have a rich, full, abiding, passion for mission. They are motivated by a theology of service, not a theology of survival

So says Kennon Callahan, noted Presbyterian minister, researcher, writer, consultant . . .

Some warm and fuzzy conclusions . . .

- Clearly we need to move from a spirituality of scarcity to *a spirituality of abundance*
 - I believe we could develop a *culture of stewardship* in Niagara
 - It would take some work, but we're worth it!
-

Question 1 (Feedback)

- If we had a *culture of stewardship” in the Diocese of Niagara right now, what would it look like?

** theology or way of life*

Take 3-4 minutes for discussion, 1 minute for writing!

Goal of the Diocesan Stewardship and Financial Development Committee is:

- Develop a culture of stewardship in Niagara
 - We believe that can happen!
 - Maybe not this year, or next year, but we are working towards it . . .
-

S & FD Priorities

- Year-Round Stewardship Education
 - Gift Planning Education
 - Stewardship and Financial Development Committee
 - General Training & Development (planning, capital campaigns)
 - Communications
 - Research & Development
-

Question 2 (Feedback)

- Are there barriers to developing a culture of stewardship in Niagara?
Name two of them.

Take 3-4 minutes for discussion, 1 minute for writing!

Developing S&FD

- Foundation:
 - Think stewardship, evangelism, and leadership
 - Framework:
 - Think abundance, not scarcity
 - Quality comes first, then motivation follows
 - Objective:
 - Think mission & ministries; not meeting the budget
-

Tools and Techniques:

#1 Narrative Budget

- It's your parish budget - all dressed up in a story.

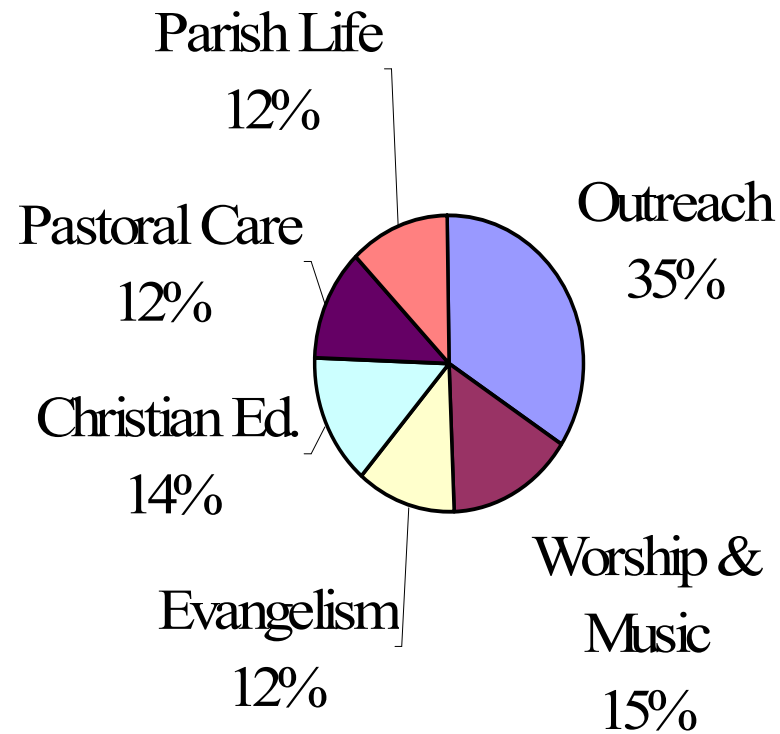
It answers:

- *What is being accomplished in your parish?*
 - *How are donations to your parish used?*
 - *How do you support mission and ministry?*
-

Identify Major Areas of Ministry:

- ❑ Outreach
 - ❑ Worship and Music
 - ❑ Evangelism
 - ❑ Christian Education
 - ❑ Pastoral Care
 - ❑ Parish Life
-
- Parish expenditures are *investments in ministry*.
 - Donations affect in a positive way, the lives and hopes of others through one or more areas of these ministries.
-

St. Swithin
Budgeted % Investment in Ministries
2005



#2 Year-Round Stewardship

- a Narrative Budget is the answer to a stalled David Gordon program!
 - A low-key, continuously informative process
 - Describe your ministries, ask questions, propose new ideas
 - Bulletin inserts and ministry “champions” work wonders
 - It will change your parish culture
-

#3 Proportional Giving

Annual Income	2%	4%	6%	8%	10%	12%
\$10,000	\$200	\$400	\$600	\$800	\$1,000	\$1,200
\$20,000	\$400	\$800	\$1,200	\$1,600	\$2,000	\$2,400
\$30,000	\$600	\$1,200	\$1,800	\$2,400	\$3,000	\$3,600
\$40,000	\$800	\$1,600	\$2,400	\$3,200	\$4,000	\$4,800
\$50,000	\$1,000	\$2,000	\$3,000	\$4,000	\$5,000	\$6,000
\$75,000	\$1,500	\$3,000	\$4,500	\$6,000	\$7,500	\$9,000
\$100,000	\$2,000	\$4,000	\$6,000	\$8,000	\$10,000	\$12,000
\$150,000	\$3,000	\$6,000	\$9,000	\$12,000	\$15,000	\$18,000
\$200,000	\$4,000	\$8,000	\$12,000	\$16,000	\$20,000	\$24,000

#4 Intention/Pledge/Commitment

The research says? It works!

- Supports the parish planning process.
 - Gives back “first fruits” to God
 - Proclaims that, contrary to messages of scarcity, we have enough.
 - Reflects your commitment that God and the Church are at the heart of your life.
-

#4 Pre-Authorized Payments

- Pre-Authorized Payments (PAP) ensure that you are giving “first fruits”, and guarantees your gift will be received even when you can’t be there in person!
 - It’s easy to initiate a PAP gift – and it works just like your automatic insurance or utility bill payment that many people equalize over the year.
-

#5 Gift Planning:

- Planting Mustard Seeds (The Manual)
 - The Legacy Planner (2nd Edition)
 - Regional Workshops coming in February '06
-

Question 3 (Feedback)

Synod delegates are influential people . . .

What two things will you do about S&FD in your parish within in the next 10 days?

Take 1 minute for thinking, 1 minute for writing!

Think about . . .

- Good news stories you have to share
 - New approaches to stewardship, evangelism, or leadership development that would help your parish move ahead in its mission?
 - How God is calling you to grow or change?
 - How others could support you and your parish in taking the next step?
-

What are the take-aways? What's next?

- The cold hard facts are great opportunities
 - We have a natural starting point – mission!
 - We can begin to move to a spirituality of abundance, and to developing a culture of stewardship
 - We can speak the new language
 - We can supply leadership and influence
 - We can build the foundation and framework
-

Question 4 (Feedback)

- *Have you left the church in your will?*

Yes

No

Undecided

If No or Undecided ?

Two final thoughts about developing a culture of stewardship in Niagara

- *Stewardship and Financial Development Programs must be prayer based*
- *Say “Thank you!” every chance you get – to others and to God*

See, it wouldn't be so difficult!
