




## ***Frequently Asked Questions***


*October, 2017*

### **Debt & Mortgage**


**1. *How much debt do we have? When will the 10-year balloon payment be due?***

 *Approximately \$3 Million in debt; Balloon payment due in 2027; Our mortgage payments are virtually 100% interest.*


**2. *How often will we pay down the debt?***

 *Our bank allows us to make large payments toward the principal a few times a year. Our finance committee will decide how often we will make payments once we know the total pledge commitment for Invest in Hope.*

**3. *Did we investigate refinancing the mortgage? How much is the current monthly payment?***

 *New Hope refinanced the current mortgage in 2016, which reduced our monthly mortgage payment by approximately \$6000 per month. The monthly payment is currently \$18,700.*

**4. *What is the effect on the balloon payment with the funds we collect for Invest in Hope?***

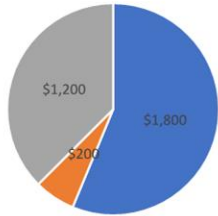
 *As stated below, 90 cents of every dollar collected for Invest in Hope will be applied to our debt. The following charts illustrate the effect of those dollars being applied to the overall debt.*

# Invest in Hope Capital Campaign

## How Funds are Applied

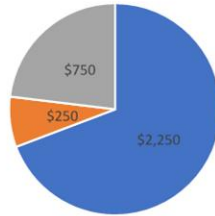


\$2M Invest in Hope Pledges



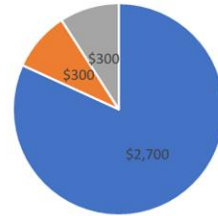
■ Debt Reduction ■ Investment in Growth  
■ Remaining Debt

\$2.5M Invest in Hope Pledges



■ Debt Reduction ■ Investment in Growth  
■ Remaining Debt

\$3M Invest in Hope Pledges



■ Debt Reduction ■ Investment in Growth  
■ Remaining Debt

*Ninety cents of every dollar pledged is applied to the debt. The remaining ten cents of every dollar will be used over three years to invest in growth for New Hope.*

1

## Campaign Goals & Using the Funds

### 1. **What are the goals of the campaign?**

✚ The campaign has two goals:

Debt retirement or reduction - This is the primary goal


Investment in growing New Hope over the next three years Because our community is growing substantially, we feel we need to reach out and embrace the community and not just focus on the debt. Therefore, one dime out of every dollar raised would be invested in new programs and/or staff to enable New Hope to do more for both the congregation and our community—to “grow, nourish, and serve”.

- a. This is not a subsidy to the current operating budget; rather, it will be an investment in new programs and/or staff.
- b. This investment would be limited to three years.
- c. These investments would be directed toward producing sufficient growth so that new programs/staff would pay for themselves after three years.
- d. The congregation will have input as to the programs/staff to be targeted for investment.


### 2. **How will the funds be used, that are raised in the Invest in Hope campaign?**

✚ 90 cents of every dollar pledged for the campaign will be applied to our debt. The remaining 10 cents of every dollar will be used to “grow” the church. See below for how we might grow.

**3. Will the “Invest in Hope” Campaign replace our Annual Stewardship Campaign?**


 No. The annual Operating Fund Pledge Campaign is managed by the Board of Stewards. This campaign is separate from the Capital Campaign because these pledges are the basis for Session crafting a budget for “operating” New Hope in the fiscal year. Expenses in the “operating” budget are salaries, utilities, insurance, etc. The Capital Campaign is crafted to reduce the mortgage debt and to assist the growth of NH ministries.

**4. What would the growth look like? What are some concrete ideas?**


 “Growth” actions are dependent on input from our New Hope congregation in the weeks prior to Commitment Sunday. It is imperative that the campaign management team and Session listen to what is seen as NH’s future. Some suggestions already received are: Invest heavily into children, youth and adult education programs. Hire a Director of Community Life which would reach out to the community and connect our members with each other.

**Invest in Hope Campaign details**


**1. Are there guidelines for how much an individual or family should contribute?**


 Most campaigns recommend that 3% of an individual’s or family’s income paid each year above any commitments made to the annual pledge campaign, or a one-time gift of 3% of assets paid either in a lump sum or over 3 years.

**2. The “Invest in Hope” Campaign runs for how many years?**


 The “Invest in Hope” campaign is active now through December 31, 2020. Commitment Sunday is November 12, 2017. Contributors can add to their generosity anytime during the following three years. Members are asked to pledge on November 12th, but have the flexibility to spread their giving commitment over the next three years.

**3. Are there ways we can give to the “Invest in Hope” Campaign other than by pledges?**


 Yes: We will be able to accept non-cash assets such as jewelry, art, cars, etc. in addition to investment assets such as stocks and bonds.


 IRA minimum distributions: You may designate New Hope to be a recipient of your minimum IRA distribution.

**4. Is there flexibility in how I give to the “Invest in Hope” Campaign, e.g., monthly, weekly, offering plate, online?**

 Yes: One’s pledge can be honored at your convenience during the life of the three-year campaign.

**5. Why are we paying someone to help us with the Invest in Hope campaign? How did we fund the costs of the consulting services?**

 Hiring an outside firm to run a capital campaign for us, allows Russ to focus on pastoral leadership, and staff to focus on Worship, Education and Fellowship. They do not have the bandwidth to do more than they are already doing. Statistically, churches who hire outside firms raise substantially more money than those who try to “do it themselves”.

 New Hope received an anonymous donation to be used toward debt reduction. We are using some of these funds to pay for the cost of Church Development.

**6. What is our financial goal to collect over 3 years?**

 \$3 Million!!