

Congregational Stewardship in a Challenging Season

Hosted by CBFNC, July 16, 2020

Bo Prosser and Meredith McNabb





- Research
- Educational Programs
- Thought Leadership & Public Understanding



**LILLY FAMILY
SCHOOL OF PHILANTHROPY**

INDIANA UNIVERSITY

Lake Institute on Faith & Giving



Rev. Meredith McNabb
Lake Institute on Faith & Giving



Rev. Dr. Bo Prosser
Cooperative Baptist Fellowship

- Part One: Getting a Handle on Congregational Finances in the Present Crisis
- Part Two: Planning for the Future of Congregational Finances in Uncertain Times

Congregational Stewardship Part One: Getting a Handle on Congregational Finances

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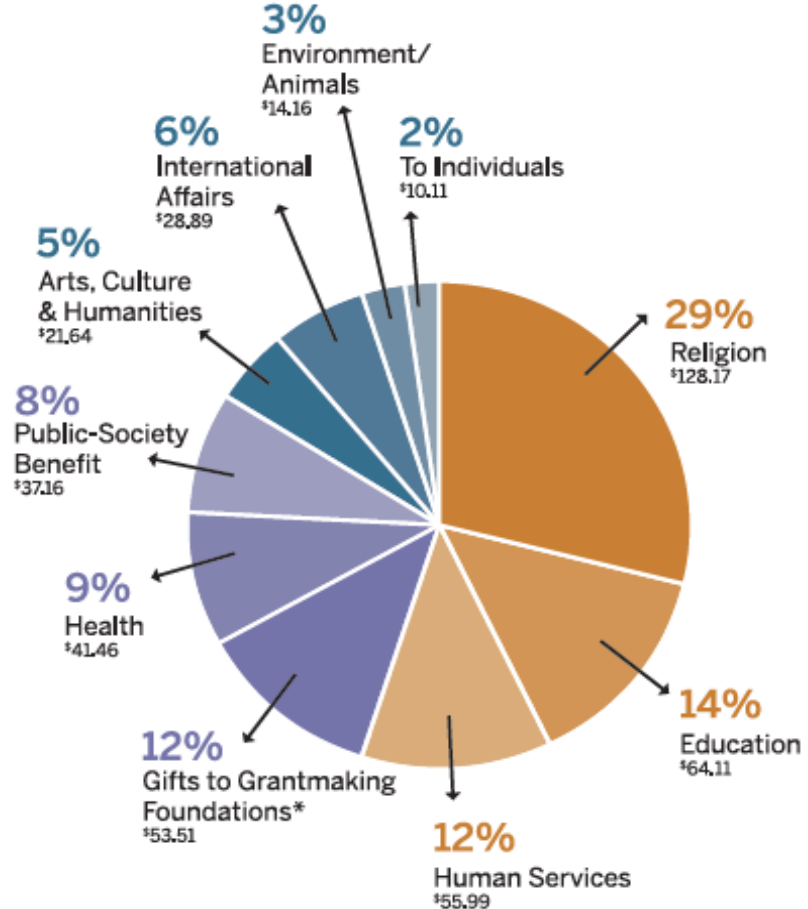




The State of Giving ...in your congregation

The State of Giving

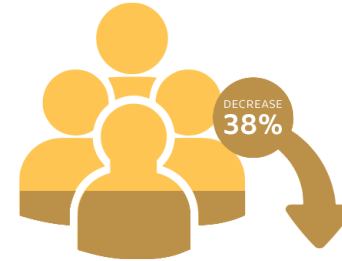
2019 Contributions:
\$449.64 billion total





CHANGE IN NUMBER OF ADULTS

The State of Giving



CHANGE IN AMOUNT RECEIVED



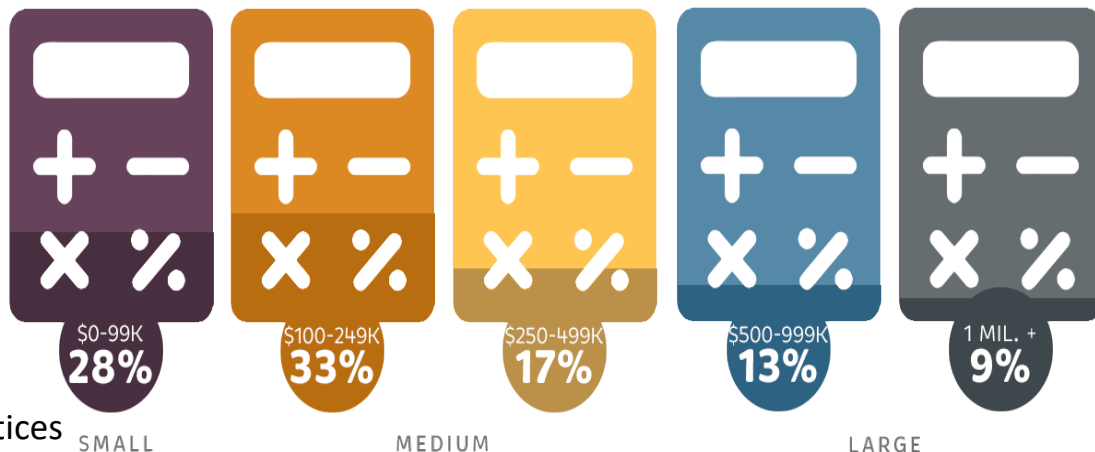
National Study of Congregations' Economic Practices
Lake Institute on Faith & Giving
IUPUI-Lilly Family School of Philanthropy (2019)



The State of Giving

BUDGET SIZE

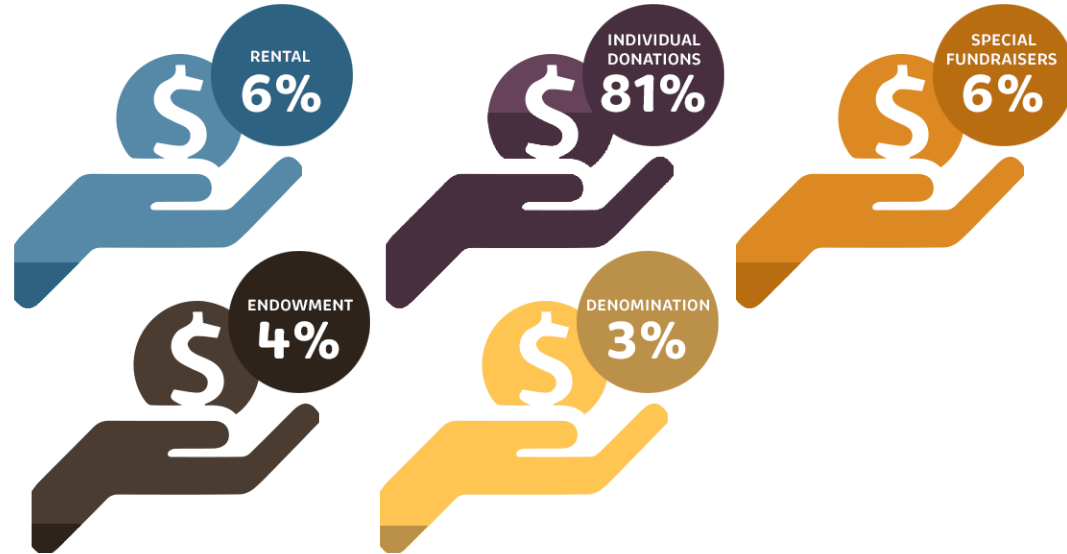
AMOUNT OF MONEY RECEIVED FROM ALL SOURCES IN 2017



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PERCENTAGE OF CONGREGATIONS' REVENUE FROM VARIOUS SOURCES

The State of Giving

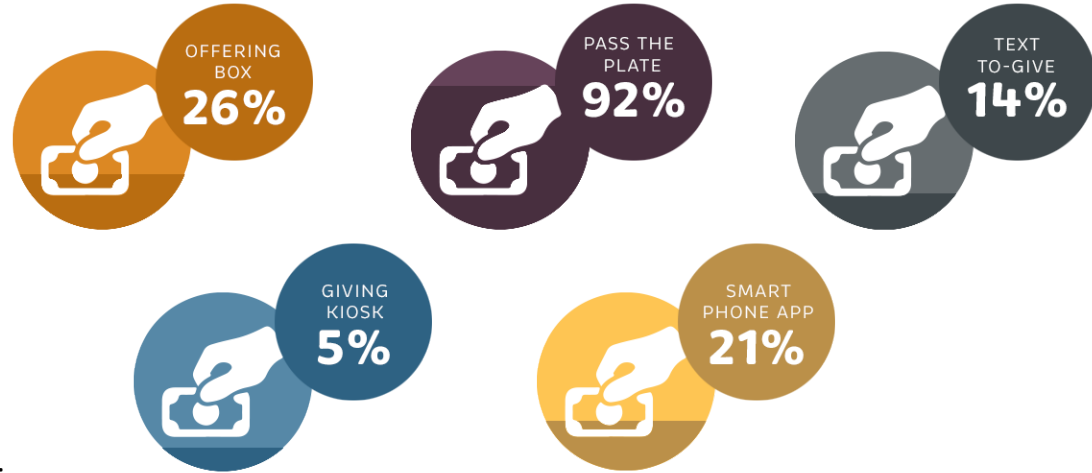


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The State of Giving

HOW CONGREGATIONS ACCEPT GIFTS DURING SERVICES



National Study of Congregations' Economic Practices
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IUPUI-Lilly Family School of Philanthropy (2019)



The State of Giving...

In a Pandemic

- **Savings/Endowments**
- **Worship & Event Participation**
- **Givers' Income**
- **Rental Income**
- **Methods of Giving**

Finances in a Pandemic

1. Increase communication with congregational donors

Finances in a Pandemic

1. Increase communication with congregational donors
2. Assess your income sources

Finances in a Pandemic

1. Increase communication with congregational donors
2. Assess your income sources
3. Consider expenses you can reduce

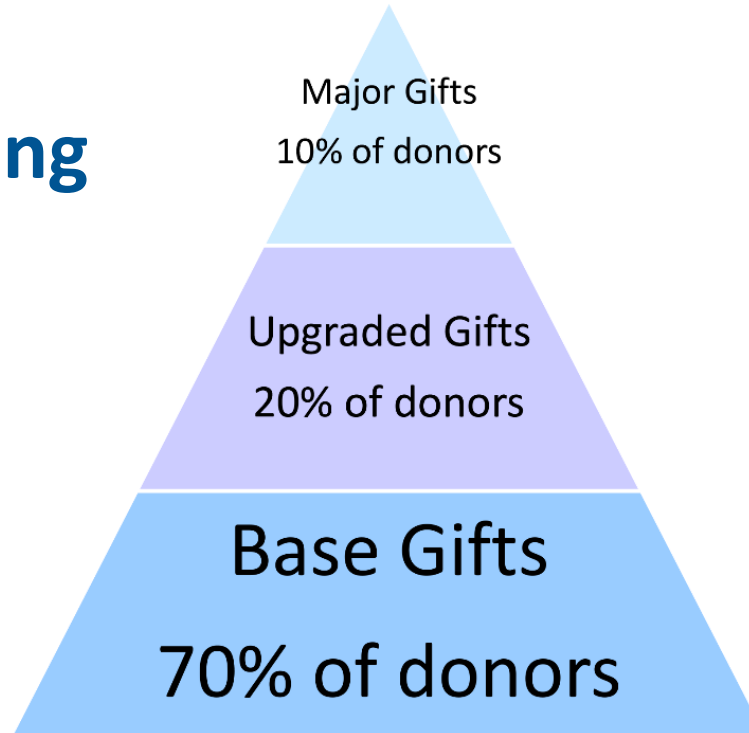
Finances in a Pandemic

1. Increase communication with congregational donors
2. Assess your income sources
3. Consider expenses you can reduce
4. Identify expenses that can be deferred

Finances in a Pandemic

1. Increase communication with congregational donors
2. Assess your income sources
3. Consider expenses you can reduce
4. Identify expenses that can be deferred
5. Prioritize expenses & establish new procedures

Pyramid of Giving

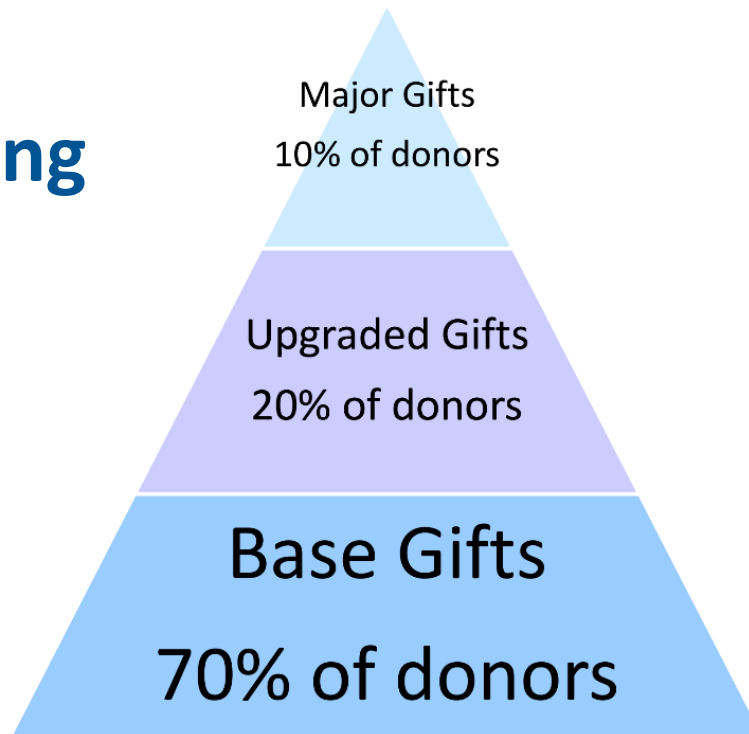




Gift #	Amount given				
		21	\$1,500		
		22	\$1,200	43	\$200
		23	\$1,200	44	\$200
		24	\$1,200	45	\$200
		25	\$1,200	46	\$200
		26	\$1,000	47	\$100
		27	\$1,000	48	\$100
		28	\$1,000	49	\$100
		29	\$700	50	\$100
		30	\$600	51	\$100
		31	\$600	52	\$100
		32	\$600	53	\$100
		33	\$500	54	\$100
		34	\$500	55	\$100
		35	\$500	56	\$100
		36	\$400	57	\$100
		37	\$400	58	\$100
		38	\$300	59	\$100
		39	\$250	60	\$100
		40	\$250		
		41	\$250		
		42	\$250		
				Total =	\$102,300
				Average =	\$1,705
				Median =	\$600

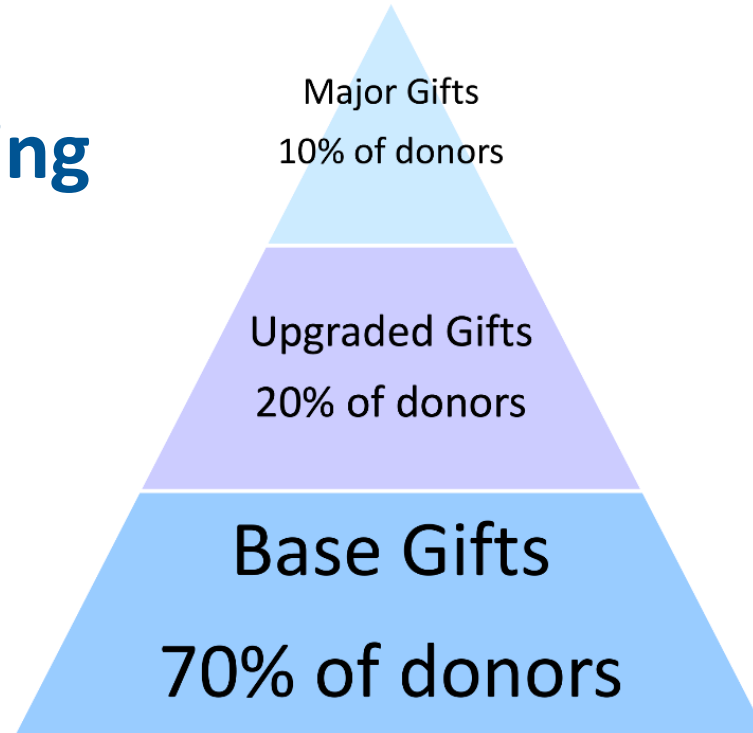
Pyramid of Giving

- Descriptive



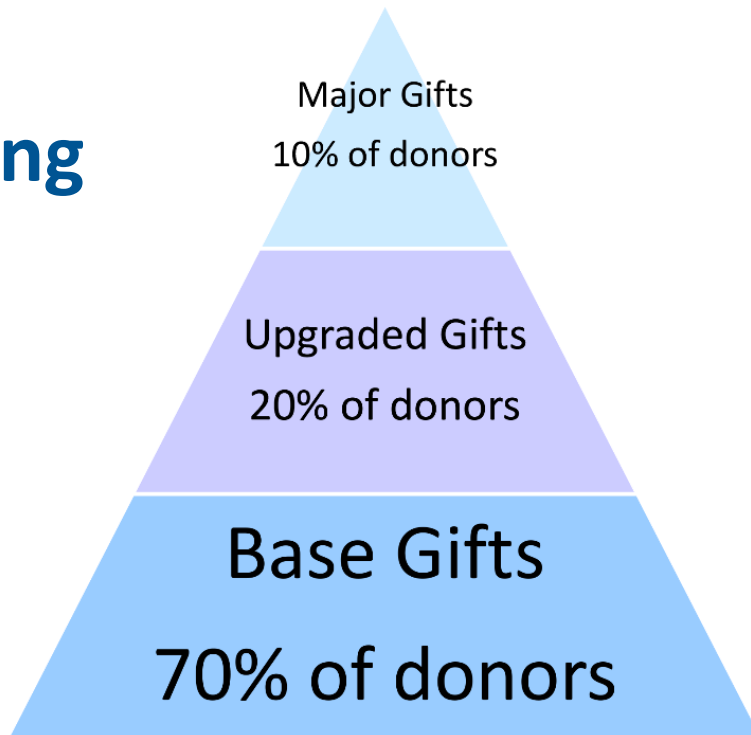
Pyramid of Giving

- Descriptive
- *Prescriptive*



Pyramid of Giving

- Descriptive
- *Prescriptive*
- Diagnostic





National Study of Congregations' Economic Practices (2019)

55% of US congregations say their head clergy person has *access* to giving records



National Study of Congregations' Economic Practices (2019)

Of those who have access, only 58% of clergy report actually looking at the giving records.



National Study of Congregations' Economic Practices (2019)

In congregations where clergy had access and looked, 58% had increases in giving over the last three years.

(Compared to 48% overall—and 42% increased by 10% or more!)

Questions, Answers & Discussion



Congregational Stewardship Part Two: Planning for the Future of Congregational Finances

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Pay-the-bills:

- Money is scarce.
- We have bills to pay if we are to survive.
- Focus is internal and insular.
- You must do your fair share.

Share-the-vision:

- We may not be rich, but we have more than enough.
- We can dare to dream and grow in faith.
- Focus is external and global.
- Partner and grow in faith with us.



The Traditional Paradigm

- Moral Obligation
- Theology of Duty
- Institution Centered
- Institutions are to be Trusted
- Institutions are Autonomous
- Budgets are Need-Driven
- Financial Focus is Insular
- Giving is a Contribution
- The Gift as an End to Philanthropy
- Different from Business

The Emerging Paradigm

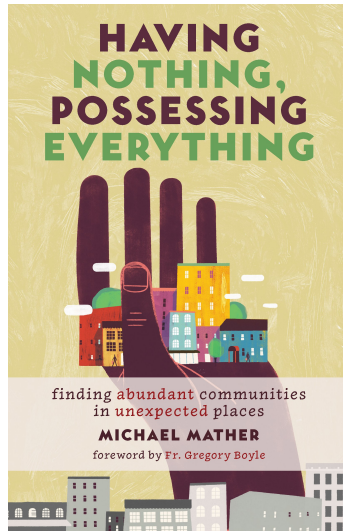
- Donor Cultivation
- Theology of Grace
- Donor Centered
- Institutional Trust must be Earned
- Donors are Collaborative Partners
- Giving is Value-Driven
- Financial Focus is Global
- Giving is Creating Change
- The Gift as a Means to Philanthropy
- Embraces Business Practices

Year Round Cycle of Giving





An Abundance Mindset



“The topic ‘How can we grow?’ took up all the energy in the room. And the question ‘In what way are we as a congregation alive?’ didn’t occur to us.”

—Rev. Mike Mather *Having Nothing, Possessing Everything*

An Abundance Mindset

“What do we need?”

“What do we have?”

Faith & Leadership



Google Custom Search



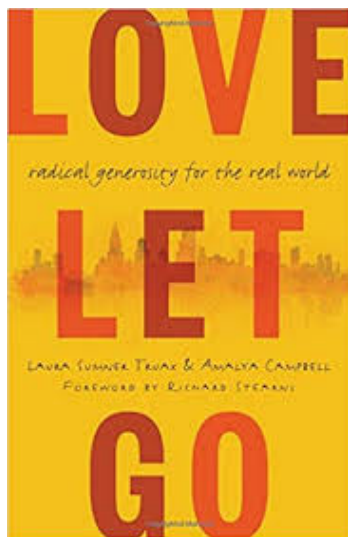
A North Carolina nonprofit helps churches convert property from liabilities into assets



Representatives of Park Street UMC consider options for the church property in Belmont, North Carolina, at a design charrette, which is a process in which stakeholders gather to map solutions to complex problems. Photos courtesy of Wesley CDC



An Abundance Mindset



“Sometimes we have to doggedly, determinedly believe what God promised: *There will always be enough.*”

—Laura Sumner Truax and Amalya Campbell
Love Let Go: Radical Generosity for the Real World

Questions, Answers & Discussion

