



FREQUENTLY ASKED QUESTIONS

Q: What is a capital campaign?

A: In the church, a capital campaign is a process by which God's people unite to achieve a common goal and accomplish something extraordinary. The campaign raises money over time (usually 3-5 years) for a special project(s).

Q: How is a capital campaign pledge different from an annual giving pledge?

A: The annual giving pledge supports the ongoing mission and ministry of Dutilh Church. It funds essential ministry expenditures related to programming, ongoing mission and outreach, staff salaries and benefits, and regular upkeep and maintenance of the building. Dutilh Church asks members and friends to make an annual stewardship pledge to assist in planning the annual budget. The annual pledge is renewed each year, typically in the fall.

The capital campaign pledge supports the specific building/renovation and mission plans outlined in the campaign brochure. It is a one-time pledge that can be fulfilled over a period of 3-5 years. Capital campaigns are conducted only when needed, and in response to matters of significant need. The capital campaign pledge is over and above the annual giving pledge and often involves gifts of annuities, real estate, trusts, life insurance, IRA's, securities, as well as regular income.

Q: What is the financial goal of our capital campaign?

A: The total need to implement the Master Plan is \$10 million. Dutilh Church's ability to meet this level of need will depend upon the commitment and generosity of members and friends of the church. Once every household in the church has had the opportunity to pledge to the campaign, we will be able to define the budget and scope for the first phase of the building and renovation project. Our hope with this campaign is to take the largest step possible toward fulfilling the total need.

Regardless of the total raised, a portion of funds raised will go to support special, high impact mission and outreach projects.

Q: How long will Pastor Tom and Pastor Jim serve Dutilh Church?

A: As United Methodists, our pastors are appointed to us by our Bishop on a year-to-year basis. Our Bishop recognizes the importance of long-term and stable pastoral leadership, especially when churches undertake inspirational and long-term campaigns, such as this one. Both Pastor Tom and Pastor Jim have expressed to the Bishop and the District Superintendent their personal desire to remain in pastoral leadership at Dutilh through the duration of the 3-5 year campaign and beyond.

Q: If the United Methodist Church experiences a schism, what will be the impact on Dutilh Church?

A: There is a great amount of uncertainty about the future of the United Methodist Church, and we do not know whether the denomination will experience a schism. While Dutilh Church is proudly United Methodist, our denominational identity is not the most important characteristic of our church. Our mission to make disciples of Jesus who love God, love others, and love to serve is bigger than our denominational affiliation, and our commitment to that mission endures, no matter what happens to the United Methodist Church. While we cannot predict the future of the denomination, we are committed to Dutilh's mission and vision, and are committed to ensuring that a denominational schism will not divide our church.

Q: Why doesn't the Master Plan call for the expansion of the size of the sanctuary since the church is making room to grow?

A: The sanctuary currently seats 450 people, which is about the average Sunday attendance across two services. This size fits Dutilh's culture of creating worship experiences that help people connect to God and one another in a close, intimate setting. In the Master Plan, the expanded Fellowship Hall will be designed to accommodate alternative worship services in the future, and additional weekend worship services can be added to the sanctuary. Without increasing the size of the sanctuary, the Master Plan allows us space to more than triple the average Sunday worship attendance at Dutilh.

Q: Will all the current ministries and programs of the church continue during the construction and renovations?

A: Throughout the construction process the continuation of all ministries and programming will be a top priority. In interviewing General Contractors, the Building Committee will be asking for their commitment to working with the church to ensure that all ministries remain open and active, and all spaces safe and clean throughout the process. While there will inevitably be some amount of inconvenience, all possible care will be taken to ensure that every ministry of the church continues throughout construction.

Q: The Master Plan includes new preschool space. What does it cost the church to operate the preschool ministry?

A: Dutilh Preschool charges tuition to cover staffing, programming, and related building costs. It is a self-sustaining program and on a typical year turns a small profit, which supports the church's overall ministry.

Q: How will the renovations/additions to the building impact the church's annual operating budget?

A: The precise budgetary impact cannot be projected until the designs are finalized. However, we do anticipate that the Master Plan will create greater efficiencies and produce some cost savings related to utilities, maintenance, and upkeep. We also anticipate incurring some additional costs related to custodial staff, insurance costs, etc. In addition, we expect that as a result of the campaign, pledges to the annual campaign will increase, and the church's annual income will grow.

Q: Has Dutilh Church been growing in recent years? What is Dutilh's projected future growth?

A: Dutilh Church has been growing in both average worship attendance and annual giving over the past three years (2016-2018). During that time, weekly worship attendance has increased 9.6%, annual giving has increased 14.7%, and we have averaged 46 new members received each year (including confirmands).

	2016	2017	2018	YTD 2019*
Annual Giving	\$731k	\$846k	\$839k	\$287k
Average Worship Attendance**	382	419	419	440
New Members Received	40	53	46	46

*YTD numbers are through April, 2019

**Attendance stats are for the Cranberry Campus only.

While there is no scientific formula to project the growth rate of the church, we do know that Dutilh Church is located in a growing community. Cranberry Township currently has about 32,000 residents, and is expected to have over 50,000 residents by 2030. We are committed to continued development of ministries of outreach, and minimally expect to see the church continue on a path of modest growth, 5%-10% year over year.

Q: I have some ideas or concerns about the proposed projects. Are these plans set in stone, or is there still time for input?

A: The architectural renderings presented are concept drawings. The Building Committee will be working with the architect to refine and perfect the plans, and will be seeking additional input from the congregation. In addition, the scope of the final project will depend on the amount of money pledged during the capital campaign. The final revised plans will be presented to the congregation by the Building Committee.

Q: Should we give less towards our annual giving to support the capital campaign?

A: No. Our goal is to grow the church, and it is vital that we continue and even expand our day to day ministries through this campaign. If you had to choose between annual giving or the capital campaign giving, the best choice is to support the annual giving of the church.

Q: Who is being asked to support the capital campaign?

A: All members, attendees, friends, and other supporters of Dutilh Church.

Q: How will the capital campaign work?

A: Dutilh Church members and attenders will be asked to volunteer. Volunteers will receive information and training. Over the next 16 weeks it will be our goal to visit the nearly 350 households of the church. Church members will visit members; friends will visit friends; in the relaxed atmosphere of your home. The goal is to share information, have conversation, and discern the future together. At the end of the visit you will be asked to consider an amount to pledge toward the total need of \$10 million.

Q: Do the personal visits have to take place in the member's home?

A: No. While the home is the preferred location of the visit, the church, or other appropriate venues are also acceptable. When possible, we encourage spouses to be together during the visit.

Q: Is it necessary to have someone visit with us?

A: It is important that every church household receive a personal visit. A visit reinforces that we are all part of a community, and we are all being asked to share in this exciting journey. It also promotes transparency across the congregation, as each household is presented with the same information, and asked to consider a sacrificial and generous gift.

Q: Why are we being asked to consider a specific gift size?

A: Informing individuals of the dollar size of gifts needed to reach the goal educates them regarding the scope of the project. Dutilh's need is large. Inspirational gifts will be needed in every dollar category in order to meet our \$10 million need. A large need requires large asks, and some will need to give stretch gifts if we are to be successful. Informing members about how their individual gift may fit into the big picture of the campaign gives them a guide for determining their level of participation. The specific dollar size you are asked to give is for your prayerful consideration. It is not an expectation, but a request to be considered. You alone know what the right amount to give is.

Q: How will we know how much to pledge?

A: While each of us will be asked to give generously and sacrificially, only you know what amount to give or how to structure your gift over the 3-5 year pledging period. It is not about equal giving among church members, it is about equal sacrifice. We can't all give at the same level. Through thoughtful and deliberate prayer, God can lead you to a personal discovery of the right level of generosity for you.

Q: Is it better to be cautious or optimistic when filling out the pledge card?

A: Our advice is to be reasonably optimistic regarding the total amount indicated on your pledge card. The pledge card is not a legal document, but a statement of your best intentions. The church will be trying to make reasonable plans for the future based on the total amount pledged. If you think that you will probably give more than what you plan to pledge, it would be helpful to the church's planning efforts to indicate the higher amount on the pledge card now.

Q: Has the church researched my financial capabilities?

A: No. That is confidential information.

Q: I have many financial commitments. Do I need to make a pledge right now?

A: We understand that there are competing commitments in everyone's life. The decision to pledge is ultimately yours, and we encourage you to do what's best for you, after careful prayer and consideration. Our hope is that the members and friends of Dutilh will collectively hear God's call to make room for God's mission through Dutilh Church, and will make it a priority to pledge to the capital campaign. After all, our mission is the most important mission in the world – we eternally change lives through the gospel of Jesus Christ!

Q: Who will know how much we pledge?

A: Your pledge is essentially confidential. Only a few people who receive and record gifts will see your pledge, and they are committed to maintaining confidentiality.

Q: How do we make a pledge?

A: You will be visited personally by a fellow church member who has volunteered to help with the capital campaign. He/she will explain the plans for the campaign in more detail and will give you a booklet with all the details. You will have an opportunity to ask questions, so that you fully understand the church's mission and direction. They will then ask you to consider giving a specific amount. If you are prepared to make your pledge, they can assist you in filling out your pledge card. If you need additional time for prayer and reflection, a time for a follow-up visit or phone call can be arranged. Pledge cards are never left with anyone to fill out at a later time.

Q: How do I get my pledge card?

A: Pledge cards are being presented toward the end of your personal visit and/or after you have made your decision to pledge.

Q: Can I stop in the church office and fill out my pledge card?

A: We prefer for you to wait until you have been contacted by a church member to schedule a personal visit. If you prefer to meet at the church rather than your home, you may indicate that when contacted.

Q: Is it necessary to sign a pledge card?

A: Yes. A signed pledge card is essential to confirm our pledges, to finalize projects plans, and to be able to project our cash flow. Pledges are not viewed by the church as legally binding, but rather as an indication of best intentions.

Q: When will we have to make a commitment?

A: The campaign is scheduled for a limited number of weeks. It is important that pledges be made as soon as possible after the visit. Please take additional time for prayer and reflection as needed. Most find that they can make a decision within a week. If you need to consult with a family member, attorney, or financial advisor, it is best to make those appointments soon.

Q: When would we begin making payments toward our pledge?

A: Payments can begin immediately after you make your pledge or at a time more comfortable for you. Your first payment should be within three months of your pledge.

Q: Are payments toward my capital campaign pledge tax-deductible?

A: Yes.

Q: Are naming rights available for specific parts of the building project?

A: No. Dutilh Church's policy is not to affix personal names to gifts donated to the church.

Q: How much time do I have to fulfill my pledge?

A: We are asking you to consider a pledge that can be fulfilled in 3 years or less. If necessary, larger gifts can be given over a 5 year period. In some cases, donors who rely on retirement income may want to make a gift to the campaign in their estate. These gifts will still count toward the campaign goal and should be noted on the pledge card.

Q: Can pledges be given in assets other than cash?

A: Yes. Giving appreciated financial assets (stocks, bonds, trusts, life insurance, annuities, IRA's) and appreciated real estate are especially beneficial, because the donor avoids capital gains tax on appreciated assets given directly to the church for sale by the church. Gifts of real estate should have a clear title and require an environmental hazard assessment by the church before the gift is accepted.

Q: Will monies pledged be used for anything other than the campaign's purposes?

A: No. Only those purposes described in the campaign booklet will be paid for using campaign funds.

Q: Will the monies given be kept separate from the annual giving funds and other church funds?

A: Yes. A separate bank account has been set up specifically for capital campaign income and expenses.

Q: What if I know someone who may be interested in financially supporting the campaign?

A: Once you have received your personal visit and are fully informed about the campaign, you can reach out to the person and see if they would be open to having a church member visit them. If so, pass this information onto the person who visited you. They will follow up.

Q: Will the church mail out periodic statements in the coming years to remind me to remit payment on my pledges to both the annual and capital funds?

A: Yes. Quarterly statements will be mailed.

Q: When are we hoping to begin the project?

A: Once the campaign is completed, the architect will need several months to complete the design drawings, and a project cash flow will be developed. In order to break ground, 50% of the pledged monies need to be in the bank. We hope to break ground in the spring of 2020.