

June 23, 2018

Questions for Dan - Answers in *Italics*

Regarding Finances/Money

1. If giving is a question of the spiritual health of a congregation, when people leave our contributions fall. Isn't that a reflection of the church's failure to seek and save the lost?
ANSWER: *Spiritual Health and Giving are not closely related. I do not believe it to be a reflection of the church's failure to seek and save the Lost. Many churches especially in 3rd world countries have little to no giving yet are strong from a spiritual health standpoint. The Genesis project in Ogden Utah is one of the least giving large churches I know but yet very strong in seeking and saving the lost.*
2. In Matthew 17:27, Jesus doesn't start a business to pay his tax. He teaches Peter, when he promised to make a fisher of men, by telling him the money they need is in the mouth of the church. **ANSWER:** *This was a lesson on paying a tax that may or may not be necessary but Jesus asked that Peter not cause offense by not paying it and Jesus showed him a miracle in order to make this point. It in no way was suggesting that the "church" not exercise good stewardship with what it has been given.*
3. Jesus was offended by business being done in the temple. It angered him. I am sure offering goods to travelers seemed good but over time, it changed the nature of temple. How is this different? How does this fit the biblical model? **ANSWER:** Matthew 21:12-13 NIV: Jesus entered the temple courts and drove out all who were buying and selling there. He overturned the tables of the money changers and the benches of those selling doves. [13] "It is written," he said to them, "My house will be called a house of prayer but you are making it 'a den of robbers.' *About a week before His arrest and crucifixion, Jesus went into the temple and cleared it out of "all who were buying and selling there. He overturned the tables of the money changers and the benches of those selling doves. In speaking of a "house of prayer" and a den of thieves, Jesus cited two passages from the old testament: In Isaiah 56:7 God says, These faithful foreigners I will bring to my holy mountain and give them joy in my house of prayer. Their burnt offerings and sacrifices will be accepted on my altar; for my house will be called a house of prayer for all nations. Twice in this verse, God's temple is called "a house of prayer." God's design was for His house in Jerusalem to be a gathering place for worshipers from all nations, a place where prayers would rise like incense from the hearts of the faithful to the presence of the living God. The phrase den of thieves comes from Jeremiah 7:11, where God says, "Has this house, which bears my Name, become a den of robbers to you? But I have been watching! declares the LORD." The prophet Jeremiah was rebuking the temple leaders for their abuses. Even as they continued going through the motions of their religion, they were oppressing the needy and violently taking what was not theirs. God saw through their pretense, however, and promised to deal with the thieves in His sanctified house. They were perverting God's right processes for their own gain. They were taking financial advantage by exorbitant exchange rates and being required to buy temple approved animals for sacrifice because their own animals were not worthy. It was pure corruption. It was a refuge for the wicked. It's always good to remember the Lord's purpose for what He makes. It is for His*

Great Commission, any twisting or perverting of God's design for selfish purposes will draw the Lord's righteous anger. Being good stewards of the property owned by Fairfax does not even come close to being the same or even related to this part of scripture. If Fairfax was charging people to me to church that would be wrong. If Fairfax was using money from Financially Sustainable source for the wrong purpose this would also be wrong. But.....to provide services to the public at competitive rates, witness to them during the process and use the resources developed as good stewards of what has been given is not even close to the same as this passage.

4. Jesus threw out the money changers and businesses from His father's temple area. How do you justify businesses in the church building in light of what Jesus did? **ANSWER: See number 3 above.**
5. How do you reconcile your for-profit church sponsored ventures and building plans with Matthew 21:12 when Jesus drove the money changers out of the temple? Jesus said it should be a house of prayer, not a robbers den. Matt 21:13. **ANSWER: See number 3 above**
6. What is the financial relationship (referral incentives or otherwise) between BGW and the Learning Care group? **ANSWER: BGW is an architectural firm and has no financial relationship of any kind with LCG. I (Daniel Cook) am retired from BGW and have no say in what this company does from this point forward. I own and manage Daniel Cook Architect and I also have no financial relationship of any kind with LCG. Eric Bahme who owns Mission Based Sustainable Solutions does have an agreement with LCG on projects that they work together on whereas they will receive from LCG mark up a total of 5% of the net proceeds. I also do not have any interest in MBSS.**
7. While I like your thoughts around stewardship & agree, would Jesus spend \$8M to build something bigger and better? Why or why not? **ANSWER: I am not sure where the \$8M came from - certainly not from me. We are not talking about bigger and better. We are talking about a facility that meets the needs of the church community and especially Millennials for Sunday School and child care during the week. The existing facility does neither and is essentially functionally obsolete. Good stewardship is not about keeping un-functional structures active - it is about keeping all facilities useful and meaningful. There is a time in most buildings where they just do not meet the need anymore and it is my assessment that this portion of the Building has reached this point.**
8. Is the focus here on ministry or profit? It seems daycare was talked about a lot and that seemed to be the biggest profit. The programs like adult senior daycare were not discussed that much or the autism special needs has not been discussed. So is this about money or ministry? **ANSWER: Please forgive me for not representing this correctly. Financially sustainable programs are all about ministry first and financial second. If we only have financial then they are not something I would want to be involved in and certainly not recommending to the ministry. I believe all ministries should be doing autism rooms which are absolutely necessary in all ministries but do not have a financial basis for them. Senior Daycare can be strong and should be reviewed - while it is not as strong at ministry or financial return, it is well worth doing. I believe we talked more about the child care because it was the item most people asked questions about and were the most concerned with at the time.**

Regarding the Early Learning Center and Success and Outreach

1. Setting aside the potential income aspect, how would a commercial day care help us better reach our community than our existing model of a Christian-based preschool? **ANSWER: First, I am not aware of how your model is reaching your community for Christ. The LCG model starts with 6 weeks old, would have far more children and has planned outreach built into the**

concept. For every child there are generally 4 - 6 “touches” to adults each week. There are just so many possibilities for outreach with a child care. In addition, the new facility would have more room and create options for more children.

2. Besides New Life Church, what are some of the other local (northern VA) churches you have worked with? What were the sustainable options chosen by those churches? (In order that we may speak with their leadership about the pros/cons, what to expect, etc.) **ANSWER: Believers Church in Chesapeake was recently finished. Contact is Dave Miller:**
dave.miller@believerschurch.org *They are doing child care (Operating it themselves since they have done this for many years) and Event Centers. They also have a very sophisticated Autistic area in this building. Lutheran Church of St. Andrews is in Maryland. Paul Lobien:*
plobien@comcast.net *This church operates as an event center and is the closest sustainable project to Fairfax.*
3. For the early learning center option:
 - a. For churches that have chosen this option, is there a term contract (ie. 5 yrs, 10yrs, etc) with the learning care group? **ANSWER: Generally 5 years - renewable**
 - b. How successful is the church congregation been in partnering with this option? What (examples) have they implemented to reach out to the families that utilize the early learning center? **ANSWER: This is a new program and we do not have this data.**
4. For the senior care option: is there an outside management group that is used? **ANSWER: We would recommend this option but do not have a national agreement at this time. Working on it.**
5. How do you influence/control what is taught or the philosophy or attitudes of the business or revenue generator? **ANSWER: This is a management agreement not a lease. The church owns the child care. Curriculum is national and can be reviewed at any time. The ministry has the capability of using their children's minister and others to bring the word of God to the students through a variety of different approaches.**
6. The report says the Early Learning Center “will provide the opportunity to minister to families throughout the week, ultimately growing the kingdom.” (pg 4). We have had a learning center here, Stepping Stones for many years. How many families have become a part of Fairfax due to their child’s enrollment in Stepping Stones and what makes you think the “conversion rate” (for lack of a better term) is going to be better with a new learning center? **ANSWER: I obviously have no idea how many people have come to know Christ through the stepping stones. Our goal as a group is to lead children and families to Christ not necessarily to the church. My wife and I have operated a child care for 9 years in Ogden Utah (Still operate) and have seen hundreds of children and parents and grandparents accept Christ. Not all of them go to our church but they all will spend eternity with us!**
7. Page 6 of the report speaks about getting “early buy-in from key members.” Who are the “key members,” how and by whom are they determined? **ANSWER: Generally every church of this size has influencers that are responsible for starting or stopping a new concept. Leadership generally knows who they are and what needs to be done in order to get them on board for this type of facility.**

Regarding building/land/Legal

1. Is there a possibility of using the church land we own between Burning Bush and Fairfax County Pkwy? **ANSWER: This is a difficult piece of land to work with due to its width and restrictions placed on it by the jurisdiction. Generally we do not see it as useable for structures and/or parking.**

2. What happens if we get sued for millions because of one of the businesses? **ANSWER: LCG operates over 900 facilities and is well covered with insurance. The ministry will be a named insured on this policy.**
3. Does the church have to hire a contracts administrator and a lawyer to oversee the church businesses? **ANSWER: NO**
4. Do other churches demolish and build new churches like we are planning to do every few years? Are we planning to do this again (demolish and rebuild) in a couple of decades? What are the lessons learned from the last construction of the current building that we can apply to this new plan and avoid the future demolition & building of a new building in the future? Based on the info received it appears that we are not really focusing on investing in the reliability of building materials & equipment. What are you doing to focus on reliability of bldg.? **ANSWER: Great Question. He children's area is functionally obsolete, the structure is just fine. It is not flexible. Today's buildings have no bearing walls, large spacing of columns and tremendous flexibility for change into the future. I do not believe that any of those will be torn down in decades or even in 50 years if they are constructed right. Other churches do tear down buildings that are functionally obsolete.**

For BGW

1. Please tell us about failures you've experienced working with churches and what characterized them. What questions do you hope no one asks? Please ask and answer them. **ANSWER: We have worked with over 800 ministries on a national basis. Only about 20 of those with sustainable concepts since this is a rather new direction for ministries. We have been very very careful not to work with any sustainable concepts unless the ministry was very strong both financially and stable as a ministry. Because of this we have had no failures in this area. The biggest reason some churches have not gone forward is that they were resistant to change. Change is something that is common in literally all business but difficult in a ministry. We should never change the theology that we love but we may need to change how we get this theology to the people. I often tell ministries that if they do not like change they may like irrelevance even less.**
2. Does he (Dan) have visuals or graphics of how he would redesign the nursery or the children's classes? **ANSWER: This will be accomplished at the charette in the middle of July.**

The following information also adds to the reasons why we should look at some of these potentials in our ministries:

STEWARSHIP:

Every one of us have been given talents, time, and treasure so what have we done with these and what will we do with them since we are all stewards of God. This is also true of the ministries throughout the United States. They each have different resources such as people, buildings, financial ability and more. Ministries need to manage these resources as per biblical direction just as individuals. We cannot just preach about how those in the church need to be good stewards, the ministry itself must exhibit the same stewardship of all of their resources.

The following versus support this area of Stewardship:

Matthew 25:29 "For to everyone who has will more be given, and he will have an abundance. But from the one who has not, even what he has will be taken away." Parables are earthly stories that teach a heavenly concept and this is what Jesus was doing in the Parable of the Talents (Matt 25:14-30) and the man going on the journey is likely Jesus Himself Who gives His servants talents (Matt 25:14) and "To one he gave five talents, to another two, to another one, to each according to his ability. Then he went away" (Matt 25:15). It should be noted that the talent is a monetary value of money (as the Greek says) and is equivalent to about twenty years labor, so it's a significant amount of money we're talking about and this parable is about the stewardship that God has entrusted to us with what we've been given. One servant doubled his five talents to ten (Matt 25:20) and the master says "Well done, good and faithful servant. You have been faithful over a little; I will set you over much. Enter

into the joy of your master" (Matt 25:21). The one who received two talents also doubled his talents and the master also said "Well done, good and faithful servant. You have been faithful over a little; I will set you over much. Enter into the joy of your master" (Matt 25:23) but the one who had been given one buried and or did nothing with it at all and the master says "You wicked and slothful servant! You knew that I reap where I have not sown and gather where I scattered no seed? Then you ought to have invested my money with the bankers, and at my coming I should have received what was my own with interest. So take the talent from him and give it to him who has the ten talents" (Matt 25:26-29). The point is that Jesus expects us to use our earthly wealth and financial resources for His kingdom purposes as He is the Master, otherwise what we have will be taken away and given to others.

Luke 16:11 "If then you have not been faithful in the unrighteous wealth, who will entrust to you the true riches?" This verse returns back to the thought given in the Parable of the Talents in Matthew 25. If we aren't faithful in what God has entrusted to us, even if it's little, then why would we ever expect that he would entrust us with true riches? Obviously He wouldn't because to he or she who has been given much, much will be required or more specifically as Jesus said "Everyone to whom much was given, of him much will be required, and from him to whom they entrusted much, they will demand the more" (Luke 12:48)

Second Corinthians 9:6-7 "The point is this: whoever sows sparingly will also reap sparingly, and whoever sows bountifully will also reap bountifully. Each one must give as he has decided in his heart, not reluctantly or under compulsion, for God loves a cheerful giver."

If a farmer sows sparingly, the farmer must realize that he or she won't reap much but if they sow bountifully, they can expect a more bountiful harvest. It is a cause and effect. God doesn't need your money or want your offerings as much as He does your heart which is why a cheerful giver doesn't give out of compulsion or give reluctantly but will give cheerfully or joyfully.

Conclusion

Jesus said "Whoever has will be given more, and they will have an abundance. Whoever does not have, even what they have will be taken from them." (Matt 13:12) so which are you? Are you a good steward? Then you will receive a great reward but if not, you will receive little or next to nothing. As for me, I would rather hear Jesus say "Well done, good and faithful servant. You have been faithful over a little; I will set you over much. Enter into the joy of your master" (Matt 25:23). I suspect that if you're a believer, that's what you want to hear too. Please call at anytime with any further questions.

Also consider the following MONEY PRINCIPLES

As I opened up my concordance and started looking at specifically what God discussed about money, it becomes clear that the Bible is not just talking about individuals money but corporate money and yes, even those church treasures. While this is a new thought for most ministries, it is imperative to discuss. Scripture makes a lot of strong and pointed statements about wealth, and it would be easy to assume that this is only talking about individual wealth since ministries of course have no wealth to speak of. I am presently working with ministries that consider themselves "broke" because they have no money but they have a great deal of wealth in land, buildings and people assets. Do the money principles of the Bible apply to ministries? I believe they must!

The truth is that money plays a valuable role in any ministry. It allows the ministry to do what it is that God told us to do in his last days on earth. What we can't do is let money usurp the place of God in our ministries or reaching the point of money being the "god" of the ministry. It is not meant to rule over us individually or corporately.

The more you look at how the Bible addresses money, the more you discover very practical advice about stewardship, devotion, and discipline. Please consider the following principles:

1. Grow Wealth Strategically: Wealth gained hastily will dwindle, but whoever gathers little by little will increase it.—Proverbs 13:11 - Starting a sustainable business in a ministry is not like winning the lottery. It does not have to change the dynamics of your ministry or church family. It will allow a ministry to build wealth over time and have the ability to make thoughtful decisions of how to care for the resources God has put in front of the ministry.
2. Don't Start Without a Plan: "For which of you, desiring to build a tower, does not first sit down and count the cost, whether he has enough to complete it? Otherwise, when he has laid a foundation and is not able to finish, all who see it begin to mock him, saying, 'This man began to build and was not able to finish.'"—Luke 14:28–30 This is incredibly important - lots of people are watching and we must be sure of how much we need in order to accomplish the task that God has in front of us. We should be very conservative in our projections with enough working capital to weather a storm or two.

3. Be Diligent in Paying Your Workers: You shall not oppress your neighbor or rob him. The wages of a hired worker shall not remain with you all night until the morning.—Leviticus 19:13 In all relationships we develop through businesses we must honor the workers and share the wealth.
4. Protect Your Reputation: A good name is to be chosen rather than great riches, and favor is better than silver or gold.—Proverbs 22:1 We must always keep the ministry above reproach including who we go into business with, what are their practices, their reputation etc. Since those that we “partner” with may rub off on our ministries and could also harm them in the long run. All business practices must be above board and never have even the appearance of not being done for the right reason.
5. Be Vigilant Over Your Resources: Know well the condition of your flocks, and give attention to your herds—Proverbs 27:23 While this is referring to the animals in old bible time, it easily can refer to our assets today. What is the condition of our resources. Look at your landscaping, parking lots, roofing, mechanical systems, lighting, maintenance, decor etc. Are we taking the best care possible of those resources that God has given us in our ministries. If not, why not!
6. Some Things Are Worth Investing In: “The kingdom of heaven is like treasure hidden in a field, which a man found and covered up. Then in his joy he goes and sells all that he has and buys that field.” Again, the kingdom of heaven is like a merchant in search of fine pearls, who, on finding one pearl of great value, went and sold all that he had and bought it.”—Matthew 13:44–46 God’s kingdom is valuable enough that a wise person would liquidate everything in order to have it. This is a risky situation! Yet our ministries must take the same kinds of risks so that those that don’t know Christ may come to the saving grace of a personal relationship with Him. Something of value to the ministry may require a few sacrifices in order to own it.
7. Wisdom And Money Provide Security: For the protection of wisdom is like the protection of money, and the advantage of knowledge is that wisdom preserves the life of him who has it.—Ecclesiastes 7:12 Being wise with the assets of our ministries has a second benefit of receiving God’s blessing.
8. Prosperity Can Be a Blessing: The Lord will open to you his good treasury, the heavens, to give the rain to your land in its season and to bless all the work of your hands. And you shall lend to many nations, but you shall not borrow.—Deuteronomy 28:12 In this time period, debt was tied to slavery. Because of this, being a lender as opposed to a debtor was linked to having power and, in this instance, God’s favor. With this promise, God tells the Israelites that their obedience would lead them to a place of prominence and power over other nations. Ministries throughout the United States are laden with debt. Debt that has to be paid back from future giving. A debt to the next generation in many cases. With financially sustainable projects we may still have debt but..... there is a source of repayment that is coming from the sustainable business not from future generations.
9. Leave A Legacy: A good man leaves an inheritance to his children's children, but the sinner's wealth is laid up for the righteous.—Proverbs 13:22 Scripture supports wise and strategic uses of money. Can you imagine setting up financial resources in a ministry such that we can truly embed ourselves in our community and future generations will be able to significantly impact that next generations since we left them sustainable businesses which kept the ministry out of debt and locked in a stronger future for the ministry.
10. Give Wealth Its Proper Place: who loves money will not be satisfied with money, nor he who loves wealth with his income; this also is vanity.—Ecclesiastes 5:10 Most of the problems the Bible attributes to money have to do with this point. Money is an incredible tool which allows ministries to do some pretty amazing things. The minute a ministry falls in love with the tool, it has the potential to uproot your entire ministry.
11. Grow What You're Given: Matthew 25:14–30 - Parable of the talents: Here's another example of a financial parable that Jesus uses to communicate a spiritual truth. Here he wants to teach us stewarding the gifts he has entrusted to us. Look at the resources that God has entrusted to your ministry and determine how we are doing with those resources.
12. People Should Benefit From Their Work: Let the elders who rule well be considered worthy of double honor, especially those who labor in preaching and teaching. For the Scripture says, “You shall not muzzle an ox when it treads out the grain,” and, “The laborer deserves his wages.”—1 Timothy 5:17–18 For Paul, a worker deserves to benefit from the work they do. This includes work done for the kingdom of God.
13. Use Money; Don't Worship It: For the love of money is a root of all kinds of evils. It is through this craving that some have wandered away from the faith and pierced themselves with many pangs.—1 Timothy 6:10 We are not creating sustainable businesses in ministries to create “Rainy Day Reserves” in case the giving dries up! We are creating these sustainable businesses in order to have the ability to further embed ministries into their communities and ultimately see more people saved.
14. Don't Let Prosperity Blind Your Ministry: For you say, I am rich, I have prospered, and I need nothing, not realizing that you are wretched, pitiable, poor, blind, and naked.—Revelation 3:17 When we have what we need, it's easy to mistake our outward comfort for our inward condition and a ministry must always be in the position of walking by Faith and not fall into the trap of the sustainable businesses changing the ministries in a negative way.

Blessings,

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