

**Manchester United Methodist Church
Generosity WIN Team Subcommittee
Meeting Notes – May 7, 2018**

Phil called the meeting to order at 5pm. In attendance were Phil Estes, Tom Lawrence, Tom Hilton, Ed Crawford, Greg Weeks, Jim Peich, Cheri Hoeflerlin and Craig Hoeflerlin.

Jim offered an opening prayer and Phil provided a devotion from Proverbs 11:25 and a book by R.Mark Dillon, Giving and Getting in the Kingdom. He noted that giving should bring us joy and we shouldn't be apologetic in asking for money to support God's work.

We began our discussion with a review of our goals as established by the Leadership Board (LB): \$400,000 for debt reduction and \$500,000 for an HVAC fund by the end of 2021. The consensus of the group was that these goals were appropriate and achievable. It was noted that the LB felt that of the 6 special projects that were not funded as part of the Unfinished initiative, these two projects were of the "have to do" variety.

Phil explained that the WIN team approach would be to focus on "leadership" gifts through personal contacts and meetings that will occur in the fall. He will provide a list of prospective leaders to the team in the next few weeks. The team approach will also include communications and stewardship learning (e.g., Financial Peace University) for the entire congregation as well. Phil then led a discussion on various aspects of this initiative. Key points follow-

Why is our goal important to Jesus? Our church? You?

- Free up funds to bring more people to Christ
- Provides positive awareness of all the good things going on at the church
- Avoid an HVAC crisis

Why do you think we didn't achieve the goals in the first campaign?

- One Fund concept and two years funding was confusing
- Too many projects were included
- Many people not "invested" in what the church has to offer.
- Economic uncertainty and a cultural decline in "pledging"

What information do we need to inform our efforts?

- List of Leadership giving prospects
- Improved understanding of the overall HVAC project
- HVAC "visuals" if possible
- Mortgage information

What do we know today that will work in our favor?

- Utility savings
- Ministry successes
- Strong stock market
- Youth room success
- Growing Sunday school attendance?
- We have basically met our ongoing program budget goals

What do we know today that will challenge us?

- Represents a second “ask”.
- Risk alienation of our most generous givers

What internal resources/people can we engage for insights/wisdom?

- Solicit learnings from organ project

Next Meeting

The next meeting is scheduled for June 6, 2018 at 5pm in room 311. This meeting will include an initial orientation session on prospect interviews as covered in the Generis Leadership Gifts Resource Guide.

Respectfully submitted,

Tom Hilton