

Sailing into a Second Century

St. Andrew's Capital Campaign Frequently Asked Questions

1) What are the final projects? What is the goal?

The final projects are those outlined in the campaign brochure, which you will receive when you attend one of the campaign events. Brochures are also available in the church office or on our website (www.standrewsnorfolk.org). The projects include a new heating and air (HVAC) system; new windows; renovated bathrooms; upgrades to the kitchen, auditorium and White Hall; an expanded playground; and upgrades to the organ. These are the projects prioritized by the congregation in the feasibility study in November 2011. The goal, as determined by the same study, is \$650,000.

2) How much have we raised so far? What if we exceed our goal?

As of the campaign kickoff, we had received gifts and pledges totaling more than \$600,000, which represents just north of 90% of our goal. This is a tremendous early response and puts us in a great position to meet and exceed our goal! This wonderful response represents about 45 lead gifts from parishioners who indicated on their feasibility study questionnaire a willingness to consider a large donation. They comprised the "quiet" or advance phase of the campaign, and we now have launched the congregational phase, in which everyone is invited to participate. Every gift matters greatly, and gifts during this phase take on even more importance as we seek to cross the finish line and hopefully keep going. Anyone who has done a renovation project in their home will understand the benefit of exceeding our goal. Unexpected costs undoubtedly will arise as we go. A few already have, and you can read in the May *Saltire* the good news that we have settled on a creative and ideal solution for our HVAC system. It is a bit more expensive than originally budgeted for, but we can afford it thanks to your generosity. Surpassing our goal will allow us to meet these additional costs while still having the luxury of adding finishing touches that help us respond to parishioners' input and realize our collective dreams for these projects.

3) How can I make a pledge?

The campaign parties are designed to gather us together in fun and fellowship, and to give everyone a chance to learn more about the campaign and to receive a brochure and pledge card. The idea is to celebrate and give in the context of community. Please attend one or more of the parties and consider making a gift. You may make a one-time donation or you may choose to pledge over a three- to five-year period. If you cannot attend the parties, or if you would prefer a personal visit from one of our campaign chairs, we will gladly arrange a time to share the campaign information with you directly. Please contact Will King at wking16@cox.net.

4) How else can I participate?

Whether or not you are able to make a pledge, we would value and appreciate your participation in other ways. You may wish to volunteer to assist at one of the parties or to help with mailings or other administrative needs in the office. Please contact Ann Dodson at ann.dodson@cox.net if you are interested in volunteer opportunities. Also, we welcome

your input on the final details of some of the projects. Dean Rogis is chairing a kitchen team, Lois Gail Davis is heading up a bathroom team, Jim Affeldt is leading the playground group, and Ted Dey is working with folks on the upgrades to the auditorium and White Hall. Contact the appropriate person with any final ideas, design suggestions, or technical questions that you would like to share. Finally, one thing every person can do is keep St. Andrew's and this campaign in your prayers. Our campaign prayer is listed on the website, on the brochure and pledge card, and in our weekly bulletin. We will also include it in the prayers of the people each Sunday in May.

5) What is the timeline for this summer? How will church activities be impacted?

The pledge parties wrap up by the first weekend in June. By that time, we hope to have exceeded our goal, and we plan for the project work to begin in early June and to hit full stride after West Ghent School finishes their term on June 15. The bulk of the work will be completed by late August. It will be a busy few months, and we all will need to be patient and flexible. We will make every effort to keep space available for regular activities. We will always have some working bathrooms, even if you have to walk a little further than usual. We will phase the HVAC and window installation as much as possible, though there may be brief stretches in which parts of the building are without air conditioning. We hope to retain air conditioning in the church throughout the summer. During the month of July, we will enjoy piano accompaniment as the organ work is done. By mid to late May, we hope to publish a full schedule of construction to give you a clear sense of what to expect. If you have specific questions, you may contact Ted Dey at ted@afri.com or Dennis Sipes at dsipes.staac@verizon.net. Thank you for your patience as we keep the result in mind!

6) How are we financing the projects?

We are fortunate that around half of the donations thus far have come in the form of cash. This gives us a great base from which to start funding the projects. For the remainder, we have opened a line of credit with Old Point National Bank. The terms are quite favorable. We will pay back what we spend as pledges come in. The modest interest payments will be included in the operating budget over the coming few years. Given the early success of our campaign, we expect to pay off the loan fully in five years if not before.

7) How will the campaign impact our operating budget? What about our endowment?

A capital campaign is an extraordinary effort and expense, above and beyond normal operating expenses for the church. Therefore, we hope to maintain our normal budget level over the coming years. What this means is that we hope parishioners will pledge to the campaign over a three- to five-year period, and we also hope they will continue their normal annual support of the church during stewardship season in the fall. If you cannot make a pledge to the campaign while maintaining your annual support, you should prioritize your regular stewardship gift. Additionally, some people have asked whether or how we are utilizing our endowment funds during this campaign. We have earmarked approximately \$75,000 of the endowment funds under our control (housed in the so-called Agency Account) to pay for administrative costs and professional services (campaign consultant, architect and engineering fees, etc.) related to the campaign.