

# DESIGN. FINANCE. BUILD.



## PLANNING



## FUNDRAISING



## DESIGN



## FINANCE



## CONSTRUCTION



# ONE RELATIONSHIP.

## Many Services. One Goal.

Our mission is to honor God by providing affordable, value-added church building solutions through education, consulting, affordable design, and cost-saving construction methods, each tailored to the unique needs of the individual church.

Church Development Services and its associates have participated in over 1,000 building projects, providing consulting, architectural, construction and/or financial services. In just one relationship, Church Development Services provides any or all of the missing ingredients for the singular goal of a successful church building program.



**Pre-Planning:** Understanding what the church needs to build, what it can afford to build, and how it will pay for it, improves vision & unity, as well as financial support. Pre-planning is a critical first step that prepares the church for the next steps of fundraising, architectural design, and construction.



**Capital Fundraising:** Our church clients typically raise between 1 and 3 times their current annual receipts from tithes and offerings in a 3-year capital campaign. Even in this tough economy, churches raise an average of 1.5 times their annual tithes and offerings using this biblically sound program.



**Architectural Services:** CDS provides affordable church design that meets both ministry needs and building budget. We design only churches or church related facilities. We typically deliver full service church architectural services at half the cost of most secular architectural firms.



**Church Financing:** In this lending environment, it can be difficult for a church to obtain construction financing. However, Church Development Financial Services can often provide or find the financing your church needs, and can afford, at competitive rates and terms. We also offer a Lease / Purchase program for qualified churches.



**Church Construction:** Our volunteer friendly, open book construction management process delivers your church building projects at the lowest "real" cost in your local market. Most of our construction projects are delivered under budget with all construction savings retained by the church.

**CDS**  
ChurchDevelopmentServices

Many Services • All Under One Roof • Headed by Christ.





## CDS Products and Services ...

- PROJECT ASSESSMENT
- CHURCH HEALTH, GROWTH, AND DEVELOPMENT CONSULTING
- PREDESIGN NEEDS & FEASIBILITY STUDY
- FINANCIAL FEASIBILITY STUDIES
- STOCK CHURCH PLANS THAT CAN BE CUSTOMIZED TO YOUR CHURCH'S UNIQUE NEEDS
- PRELIMINARY/CONCEPTUAL DRAWINGS
- MASTER PLANNING/SITE PLANNING
- CUSTOM ARCHITECTURAL DESIGNS & CONSTRUCTION DRAWINGS
- ARTIST'S CONCEPTION/COLOR RENDERINGS
- 3-DIMENSIONAL FLY-THROUGH
- CAPITAL FUNDRAISING CAMPAIGN
- FINANCIAL ENGINEERING AND CHURCH LOAN ASSISTANCE
- TURNKEY CHURCH BUILDING SOLUTIONS
- CONSTRUCTION MANAGEMENT
- DESIGN/BUILD



**www.ChurchDevelopment.com**  
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## Who We Are

**Church Development Services, LLC is a full-service Christian firm capable of fulfilling any or all of your church's needs in a building program.**

- Visioning / Needs Assessment / Feasibility
- Capital Fundraising Campaign
- Architectural Design
- Church Financing
- Construction

**Church-related facilities are all we do! We bring you the experience of 30 years and hundreds of church projects.**

We offer services and church designs for churches of 150 to over 1,500 people. We LOVE the LORD, and we are here to minister to His church. We are blessed by the many happy and repeat customers who have referred us to their friends.

### Our Mission

Our mission is to honor God by providing affordable, cost-effective church building solutions. We do this through the use of education and consulting, using predesigned or custom church plans, and applying cost-saving construction methods to meet the unique needs of each individual church.

We supply just what your church needs. Whether you need a turnkey solution or just a missing piece of the puzzle, CDS will save you time, effort, and money. At CDS, we take the time to first understand the vision, the ministry, and the community programs in which the church wants to be involved. We will know what the church will be able to afford to build because we will have performed a financial analysis to ensure the church can afford the project and can demonstrate how it will be afforded.

In most cases, the prices of our construction drawings are 50% less than those from most firms. What's more, we know our plans are cost effective and can be built as drawn because our church construction division has had input in the design process. We combine our love for Christ, and our love for serving the body of Christ, with technical expertise that has resulted in a track record of executing with excellence. We save the church time. We save the church money. We honor God in all we do.

Glen R. Trematore  
CEO/Partner  
757-623-3701  
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*"I would like to personally thank you all for the dedication and efforts that you have put in to get us over the hump and moving forward. We placed some really challenging demands on you, and you all came through beautifully."*

*The design of the building is beautiful and masterfully done. We all love it, and it is beyond anything we could have envisioned. My compliments to you and your staff ... not just for a job well done, but for pouring your hearts into it. I think you went above and beyond the call of duty, and it is appreciated more than words can express."*

Les Heins, Steering  
Committee Chairperson  
Riverside Church of  
Christ  
Lafayette, LA

Kurt W. Werth  
CFO/Partner  
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## Topics for Discussion

- CHOOSING THE LOCATION OF THE PROPERTY
- BUILDING COMMITTEE STRUCTURE AND RESPONSIBILITY
- MASTER SITE PLANNING
- ESTABLISHING THE PROJECT BUDGET -- HOW MUCH CAN THE CHURCH AFFORD?
- FINANCING THE BUILDING PROJECT; CAPITAL CAMPAIGN
- PLANNING THE BUILDING DESIGN
- MULTIPURPOSE BUILDING AND AUDITORIUM PLANS; FELLOWSHIP AREA PLANS
- EDUCATIONAL FACILITY PLANNING
- SPACE RECOMMENDATIONS
- BUY OR BUILD? STAY AND EXPAND OR MOVE?
- CONSTRUCTION COSTS
- ACCESSIBILITY FOR THE PHYSICALLY IMPAIRED
- CONSTRUCTION MANAGEMENT & GENERAL CONTRACTING
- MODIFYING STANDARD PLANS



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# CONSULTING VISIT

## What is a Consulting Visit?

Church Development Services (CDS) provides on-site consulting visits to churches that are in need of assistance. Our goal is to help churches avoid common and costly mistakes and assist them in planning well ... in order to build well!

## Our Qualifications

CDS has participated in nearly 1,000 building projects, and has been providing services to churches throughout the United States for nearly 30 years. We provide the "missing ingredient" to churches with the singular goal of the successful completion of a church building program.

## Site Visit

CDS will meet with the Senior Pastor and tour the current facilities. CDS will also tour any land or other properties the church is considering to purchase. After seeing all of the current and potential property, CDS will meet with the leadership team to discuss the church's vision and mission.

**Because There Is No Right Way to Do the Wrong Thing**

Build Unity • Avoid Mistakes • Reduce Risk

## Church Meeting

We will meet with the Pastor and leadership team of the church to discuss our initial thoughts. We will also discuss design considerations, and review financial resources available for the project. CDS will help the church match its vision and mission to the available resources to maximize the facility's effectiveness. Using PowerPoint, CDS will present cost methodology, financing and construction considerations, proper planning considerations, and information about the design and development process. We will leave this presentation with the church to share with other members. A question-and-answer session will follow.

## Cost of the Consulting Visit?

The cost to the church for our on-site consulting visit is \$500.00, plus actual travel expenses. If the church elects to move forward with a CDS service, we will gift the \$500.00 fee back to the church. This visit comes with a 100% money-back guarantee. We will need a minimum of a 30-day lead time to visit your church. Should you wish to travel to us, please inquire about our availability for an in-house meeting.





## A Needs & Feasibility Study offers these benefits ...

- IMPROVES THE OUTCOME AND SATISFACTION WITH THE BUILDING PROGRAM
- IS A PREREQUISITE STEP TO CHURCH DESIGN AND CAPITAL FUNDRAISING
- BUILDS CONSENSUS AND UNITY IN THE CONGREGATION
- BALANCES NEEDS AND WANTS AGAINST FINANCIAL ABILITY AND LAND CAPABILITY
- REDUCES COST BY HELPING AVOID POOR DECISIONS
- PROVIDES A PLAN, BUDGET, AND TIMELINE FOR MOVING FORWARD
- LOWERS THE COST OF DESIGN AND, IN MANY CASES, CONSTRUCTION
- IMPROVES CONGREGATIONAL CONFIDENCE AND FINANCIAL SUPPORT
- PROVIDES AN OBJECTIVE AND FACT-BASED PLAN, TIMELINE, AND BUDGET



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# Needs & Feasibility Study

Developing Clarity & Consensus in Building Projects

## What is a Feasibility Study?

Building projects today are both complex and expensive. The first step every church should take is to objectively understand what it needs to build and determine what is feasible to be built on the land within the financial ability of the church. The goals of a Needs & Feasibility Study are to identify and understand the current and future needs of the ministries, translate those needs into land and building requirements, and formulate a plan to make it happen.

Proverbs tells us that “*counsel establishes every purpose*” and, “*the plans of the diligent lead surely to abundance.*” The Needs & Feasibility Study is an effective tool for developing a plan and building consensus for the church that is unsure about what to build, if it is ready to build, or even able to build.

Unfortunately, most churches lack the experience to know all the proper questions to ask or how to translate answers into an effective building plan; *they often don't even know what they don't know.* This lack of knowledge leads to mistakes.

### Because There Is No Right Way to Do the Wrong Thing

Build Unity • Avoid Mistakes • Reduce Risk

Generally speaking, church leaders and building committees lack the “across-the-board” combination of church growth, financing, design, and construction experience to bring a building program to its optimum conclusion. There is no shame or implied criticism of the church in getting outside counsel; the Scriptures tell us that both Moses and Solomon got outside help from experienced experts in their church building programs. Proverbs 24 also teaches that, “*by wisdom a house is built*” and, “*in a multitude of counselors there is safety*”.

## How Does it Work?

The study begins with the collection of several types of information about the ministry, the vision, the community, and existing facilities. Historical attendance, current member demographics, and ministry financial information is collected and analyzed. Discussions take place with church leadership and key volunteers to solicit their input on ministry needs and to better understand the vision, culture, and goals of the church. We gather and analyze this information regarding the views and priorities of the leadership, the local building department is contacted, and other information is collected.

All the collected data is then analyzed and reviewed through the lens of our church building experience. Recommendations based on experience and sound church building practices are then put forth to answer the following questions:



## Additional Benefits to the Church ...

While each church derives its own unique benefits from a Needs & Feasibility Study, every church should realize most, if not all, of the following benefits:

- REDUCED CONFLICT IN THE PLANNING OF CHURCH FACILITIES
- REDUCTION IN TIME COMMITMENTS FOR THE CHURCH LEADERS AND BUILDING COMMITTEE
- ELIMINATION OF POOR IDEAS THAT WASTE TIME, MONEY, AND EFFORT
- CONGREGATIONAL UNITY ON APPROPRIATE ACTION AND TIMING
- INCREASED INTELLECTUAL, SPIRITUAL, & FINANCIAL SUPPORT FOR THE BUILDING PROGRAM
- REDUCED STRESS ON LEADERSHIP & BUILDING COMMITTEE
- REDUCED COST IN ARCHITECTURAL & ENGINEERING FEES & IN AVOIDING COSTLY MISTAKES
- REDUCED RISK: FINANCIAL, LEGAL, & RELATIONAL
- REALISTIC EXPECTATIONS FOR THE BUILDING PROGRAM; A MAJOR FACTOR IN OVERALL SATISFACTION



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# Needs & Feasibility Study

*Continued ...*

- Does the church need to build?
- What does the church need to build based on its needs and vision?
- What can the church afford to build and how will it pay for the building program?
- When is the right time to build with consideration to financial ability?
- Where should the church build and why is that the right decision?

A report is provided to the church with recommendations on the optimal solution, suggested timeline for moving forward, and an actionable plan. Optionally, conceptual drawings may be included to help visually communicate the recommendations to the general membership.

## Why? How About Better Results with Less Effort?



*It's all about the process! In the absence of an objective process, the only basis you have for making decisions is subjective opinion. Instead of conflicting opinions based on feelings or lack of experience in church design, you will get the reasoned and objective recommendation from a team that has been collectively involved in nearly 1,000 church building projects.*

An independent study showed that those churches which completed a feasibility study prior to design or construction had much higher overall satisfaction with the final outcome and experienced less conflict during the building process. Practical experience also demonstrates that proper planning makes for an overall smoother and less expensive building program.

### Because There Is No Right Way to Do the Wrong Thing

Build Unity • Avoid Mistakes • Reduce Risk

The benefit of developing confidence, unity, and widespread support cannot be understated. A proper process that solicits the input of the congregation and then presents a coherent plan to meet those needs is a unifying force. Typically, once the congregation votes to adopt the recommendations, the church enjoys the endorsement and support of well over 90% of the congregation in a church vote.

## First Things First?

Objectively understanding your needs and financial ability is the critical first step in a building program. Completing this step provides the clarity, confidence, and consensus to effectively prepare your church for both a capital campaign and architectural design.

We would welcome the opportunity to minister to your church in this important work. We recommend that a Needs & Feasibility Study be done as early in the planning process as possible. This timing will ensure you get the most value and benefit in reducing the effort and cost of the planning, design, and construction process.



PRE-PLANNING



FUNDRAISING



FINANCE



DESIGN



BUILD





**Your church should expect to experience the following benefits in a professionally facilitated capital campaign:**

A greater understanding of God's perfect plan of providence and stewardship

Spiritual growth and an increased faith in God and His Word

Personal ownership of the vision resulting in a greater sense of unity and purpose in the congregation

Gifts and commitments which normally total 1 to 3 times the church's current annual income in tithes and offerings

An additional increase in normal tithes and offerings of 10-15%

A renewed or increased excitement in the congregation



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## THE CHURCH CAPITAL CAMPAIGN

### A Spiritual Journey with Financial Benefits

#### What is a Capital Campaign?

A capital campaign will effectively raise money from within, and potentially outside, the congregation through an offering above and beyond current tithes and offerings. By joining intellectual and spiritual understanding with emotional involvement, a capital campaign will be a spiritually rewarding effort that will also raise substantial money for large capital projects such as construction, relocation, or renovation.

A church capital campaign is about the spiritual growth that produces the appropriate faith response to a topic that is of great emphasis in the Scriptures – giving. A capital campaign is not offering a service or product such as a chicken dinner in exchange for a financial contribution, nor is it a guilt-laden, high-pressure sales pitch used to “fleece the sheep” of their money. A biblical campaign is a journey of spiritual development, faith building in the promises of God, and understanding His perfect plan of providence.

#### How It Works

Our Capital Campaign, **Abundant Giving**, is based on the Word of God, and is implemented using the proven best practices developed over decades in other churches. It is a key component of a wise financial strategy for new construction, renovation, debt retirement, or other capital expenditures.

Capital campaigns are biblical! While certainly more structured in process than in Old Testament times, church capital campaigns have as their biblical foundation the building of the tent of the tabernacle, and later, the raising of funds for building the temple by Solomon. Over and over in Scripture, we see the principle that God's people are called to give above and beyond current giving for the Lord's work.

The *Abundant Giving* campaign is bathed in prayer, focused on God's vision for your church, explained by biblical exegesis, focused on mission not money, and done for the Glory of God and the expansion of His Kingdom.

#### The 5 Phases of a Capital Campaign

Recruiting • Preparing • Communication • Collection • Follow-up

Through a proven 5-phase approach, CDS applies the experience and the best practices of many capital campaigns to your church's unique needs and circumstance. Your capital campaign will clearly communicate the vision, the need, and the understanding of God's providence to meet Kingdom needs. Your campaign will intellectually, emotionally, and spiritually engage your congregation in the vision and encourage the financial sacrifice to make it happen.

*Abundant Giving* easily scales with the size of the church; it is suitable for a church of 100 or less trying to raise a modest amount and has been used to raise as much as \$9,000,000. With our multiple delivery methods, we provide solutions that will meet the needs, experience, size, or budget of nearly any church.

Our role is to lead your church through a proven process that is modified to your unique situation and culture. Our goal is to walk with you on a journey that will grow your church spiritually and, in the process, provide the funds you need for growing into the vision that God has for your church.

*“And God is able to make all grace abound toward you; that ye, always having all sufficiency in all things, may abound to every good work.” 2 Cor 9:8*



**30 Years of Ministry in Planning, Designing, Financing, or Building Over 1,000 Churches.**





## **Church Design & Architecture Services Offering**

### **Needs Analysis**

Help the church work through understanding needs, wants, and priorities.

### **Feasibility**

How technically and financially feasible is the project?

### **Master Planning**

Develop the long-term vision and prioritize the steps in building that vision.

### **Site Plans**

Oversee engineering of the site to maximize effectiveness and minimize cost.

### **Schematics**

Initial conceptual drawings that define the scope and layout of the project.

### **Renderings and 3D Models**

Artist's conceptions and 3D models to firm up the vision and increase financial support.

### **Construction Documents**

Complete set of building plans, permitted and ready for construction.

### **Design-Build**

A single relationship, if you desire, to both design and construct your new facilities.



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# ARCHITECTURE

## Churches and Church Related Facilities Are ALL We Do!

For nearly 30 years, Church Development Services has provided architectural services exclusively to churches. We maintain there is a world of difference between an architect and a church architect – and that difference can have a great impact on your ministry for decades to come.

### **Churches Are Different!**

Each church is unique in its ministry and this uniqueness needs to be supported by the structure in which it functions. The space that your church occupies must reflect and support the programs, ministry, worship style, and culture of your church. Unlike other commercial buildings, many of the design goals of the building are spiritual rather than tactical, and this is just one of the many ways in which church design is different. We understand this fact, and even embrace it – it's not about the building, it's about the ministry.

### **Good Stewardship Demands Good Value**

The cheapest price is not always the lowest total cost. At the end of the day, the church should be looking for best value, not necessarily the lowest cost. That said, our ministry pricing is very cost-effective. More importantly, however, is the value of our process, which reduces the risk to the church, insures you only design what you can truly afford to build, provides more building for the money, builds unity and support within the body, and protects the leadership of the church.

### **Good Design Requires a Multi-Discipline Approach**

Our church design services are augmented by our experience in church health, church growth, fundraising, financing, and construction. We are uniquely qualified to provide design services that are supported by these other important abilities. Unlike some, our focus is not to design a building for the sake of the fee but to help you more effectively reach and minister to those in your mission field. Design happens in the larger context of ministry needs, financial ability, long-term vision, and what your land will support.

### **It's As Much About the Process As The Final Product**

There is no right way to build the wrong building, and even a great building design cannot minister to a fractured body. Our process looks out for the good of the ministry, the well-being of the congregation, and the protection of the leadership. From helping your church understand its space needs and financial ability to providing construction documents, it is our intent and mission to minister to your church and grow the Kingdom.

### **Four Distinctions: Purpose, Process, Pricing, Performance**

Our purpose is to guide your church through a proven process that results in a design which will support the vision and mission *within the financial ability* of the church. Bottom line, we exist to protect and minister to the church in the design and construction of new facilities. For nearly 30 years, we have been very successful in ministering to churches by designing attractive, functional, and cost-effective facilities that meet the needs of the church. We do great church plans, however, even greater value is found in the process that builds the church even as you prepare to build the building.

**30 Years of Ministry in Planning, Designing, Financing, or Building Over 1,000 Churches.**





## The Million Dollar Question

### What Is Best For Your Church:

Design-Bid-Build, Design-Build, Construction Management, or a Turnkey Solution?

With several construction delivery and contracting methods available in the design and construction of a new facility, *how do you know* what is best for your church?

With the experience gained through hundreds of church building projects, Church Development Services (CDS) is able to deliver your church building project using any of these methods. So rest assured, *we are not going to force you into "our way"*.

At CDS, we will help you understand the strengths and weaknesses of each option as they apply to your unique situation. We will then recommend *the right solution* to best meet the needs and goals of the church.

We are honored to help your church *expand the Kingdom* through a building program. We look forward to an opportunity to learn more about your church and explore how we can be of assistance.



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## CONSTRUCTION

### Uncommon Value and Integrity

Your church will never undertake an endeavor more demanding or complicated in terms of money, risk, and effort than a building program. That is precisely why you need a builder with ministry focus who truly understands how to work with churches and the uniqueness they represent.

#### We Provide Options

Church Development Services (CDS) offers several project delivery and contracting solutions specifically designed to meet your church's needs, abilities, project cost, time, and risk management goals. Our solutions maximize spiritual benefit and construction value while protecting the church by reducing its risk and stress. Each method has its own advantages and disadvantages; depending on the church, scope of the project, and other factors, one solution will be a better fit than others.

**Design-Bid-Build (General Contractor)**—Arguably a more traditional method of construction delivery, general contracting has long been a common solution. An architect is hired to design the project, and the General Contractor is hired based on fixed not-to-exceed price estimates based on those designs. The architect and builder are hired under separate contracts, creating a dynamic tension. Much of the risk of construction overruns is assumed by the contractor.

**Design-Build**—CDS provides both the design and construction services for your new facilities. This method is typically more efficient for the church than design-bid-build where you hire an architect to design the building, send the plans out to bid, and then hire a builder. Design-build removes a step in the process, eliminates finger-pointing between builder and architect, and typically provides superior cost controls, as the design team works with the construction team to value engineer the project during the design phase.

**Construction Management (CM)**—This method has quickly gained acceptance as an alternative to General Contracting. With CM, CDS acts as an agent on behalf of the church to oversee the construction process. Typically performed on a flat fee or cost plus basis, CM offers the utmost in transparency and cost savings to the church. Financial control tends to be stronger because of how money is handled. CDS also provides a CM solution in the capacity of a design and construction manager, providing the same benefits found in Design-Build.

**Turnkey Solution or Owner's Agent**—CDS plans, directs, and manages the entire project on behalf of the church. CDS acts as your agent and consultant working with the architect, engineers, attorneys, accountants, bankers, and public officials to provide a complete turnkey solution. We manage the bidding process, provide project administration, and manage the subcontractors on behalf of the church through project completion.

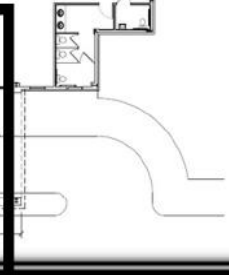
#### Your Project – Your Choice

CDS can deliver your church building project using any of these methods, so you can trust that we are not going to sell you into one particular methodology. We help you understand the strengths and weaknesses of all the options in your particular situation and recommend the solution that will best meet your needs.

**Church Development Services - Providing construction solutions as unique as our clients.**

**30 Years of Ministry in Planning, Designing,  
Financing, or Building Over 1,000 Churches**









**Gassaway Baptist Church, Gassaway, WV**



**Bridge Church, Virginia Beach, VA**





**Calvary Life Church, Cheshire, CT**



**New Covenant Presbyterian Church, Virginia Beach, VA**





**New Life Christian Center, Augusta, GA**



**Riverside Church of Christ, Lafayette, LA**





**Bagley Swamp Wesleyan Church, Hertford, NC**



**Chisholm Trail Church of Christ, Duncan, OK**





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