

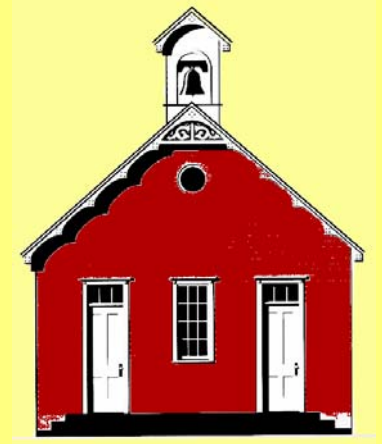
# Background

- This presentation was designed to persuade a church deacon board to pursue the purchase of a former public school building.
- Even though the school was over 20 years old at the time, this church had only owned the school for two years, having purchased the ministry from a sister church when that church could no longer support the school.
- At the time of this presentation, the school was meeting in the same space it had been in for about 10 years. However, it no longer owned that space and needed to find a new building in the near future.
- To meet this need, the board had already voted to approve the purchase of a former public school building for \$350k. This was an unrealistic bid. The board had received word that an acceptable price was closer to \$450k, still a bargain for the size and condition of the building.
- This presentation was designed to show how the board could afford the higher bid.
- The presentation was delivered to the deacon board in a regular meeting by one of their own members who was also on the school board.
- The presentation follows the Motivated Sequence.
- The presentation was printed out in color and handed to each member of the audience.

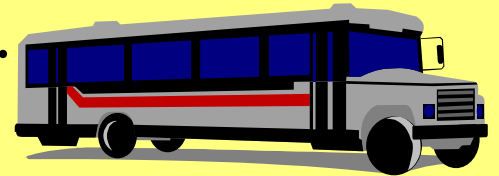


# Some Facts:

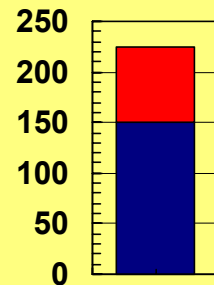
- ✓ FCS has the **Largest High School** of its kind in the county—  
And the **Smallest Building.**



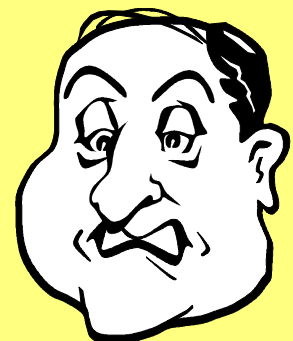
- ✓ FCS Students spend **8 school days every year** riding a bus.

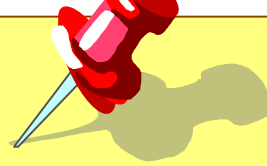


- ✓ The current FCS building is ideally suited for **150** students—  
we have **225.**



- ✓ For over **10 years**, CCS has **tried and failed** to improve its facilities in some way.

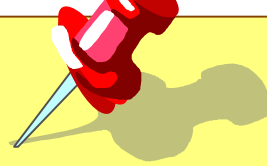




A Plan:  
To Make  
Faith Christian Schools  
an Asset,  
not a Burden,  
to Faith Baptist Church

Presented to the FBC Deacon Board,  
March 9, 1995

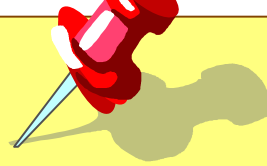
First Things First



# What we'll cover:

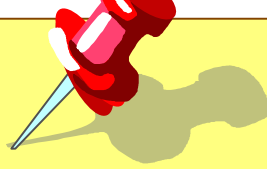
- The Problem
- The Goal
- The Alternatives
- The Plan
- The Action

First Things First



# The Problem: A Tailspin

- Quality of Program: Limited Facilities
  - No Gym
  - No Cafeteria
  - No Library
  - No Assembly Room
  - No Room for expanded program
  - No Room for new programs like daycare
- No Guarantee for Lease on Current Site
- Increased Competition
- Increasing Costs
- Parent Concerns
  - Honeymoon is over.
  - Tuition goes up. Quality stays flat.
- FBC has no surplus for new facilities



# At the Bottom of the Tailspin:

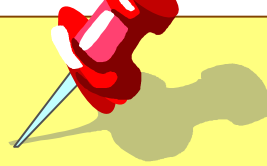
- FCS cannot complete its mission:  
To Live and Lead.
- FBC loses training for its future leaders.
- FBC must fund deficit at a time when they have no surplus funds.

## Bottom line:

The School becomes a  
burden to the church.

High Cost.

Little Benefit.



## The Goal:

An Acceptable Solution is the One That Is:

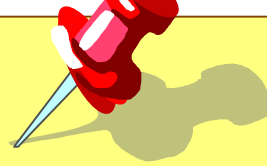
- Affordable: will not bankrupt the church or school.
- Long-term: will meet school needs for the future.
- Beneficial to FBC: will provide training for future leaders.
- Credible: will enhance school's and church's reputation.

Bottom line: a solution must advance the school's mission.



# The Alternatives:

	Affordable	Long-Term	Beneficial to FBC	Credible	Mission
Stay Where We Are	\$12k/year				
Merge w/ Another School					
Buy Haitema					
Find Another Building					
Build a New Building					
Dissolve	N/A	N/A			



## The Plan:

- Salaries make up 83% of FCS budget.
- It is possible to cut staff enough to cut over \$30,000 from next year's budget.
- A planned 7% increase in tuition will raise an additional \$24,000.
- This cut will not significantly affect the school program.
  - 3 full-time and 1 part-time staff member laid-off.
  - 1 new teacher added in currently vacant position.
  - All secondary teachers on overload.
  - Administration will teach classes.
- With these cuts and Haitema the 95-96 deficit will be lower than this year's.

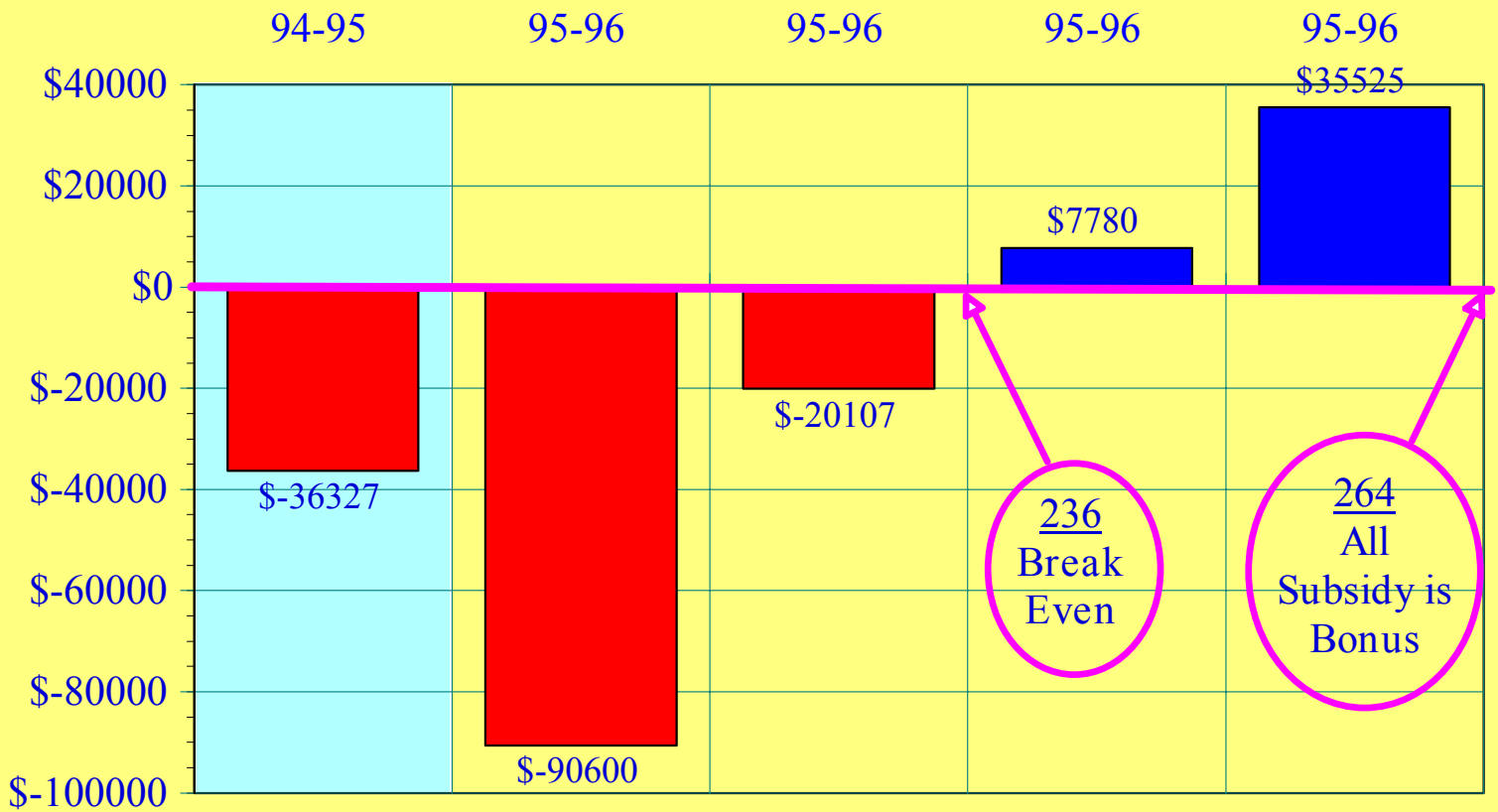


# Building Facts:

	Present Site	Proposed Site
Square Feet	25,000	43,450
Acres	10 (in use)	10.52
No. Classrooms	14	23
No. Offices	2	6
Largest Capacity Rm.	80	300
Gym		✓ Elem. Size
Library		✓
Cafeteria		✓
Kitchen		✓
Stage		✓
Performance Area		✓ (2)
Daycare Area		✓
Spare Rooms		✓
Double Rooms		✓ (2)
Computer Labs		✓
Baseball Field	✓	✓
Soccer Field	✓	✓
Playground	✓	✓
Garage	✓	
Large Bathrooms	✓	



# Budget Projections:



Enrollment	225	225	225	240	255
Haitema	No	Yes	Yes	Yes	Yes
Thrifting	No	No	Yes	Yes	Yes

## Bottom line:

The School could use most of church subsidy for expansion!

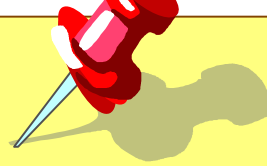


# Benefits of the Plan:

- Allows for Expansion: room for daycare and other projects
- Builds Quality
- Has Faculty Support
- Gains Trust of parents
- Very Affordable: could be surplus
- Ends Tailspin—Glide-Path to Balanced Budget
- Meets the Competition
- Helps Accomplish the Mission

Bottom line:

School becomes Asset!



## The Action:

- Inasmuch as the congregation has already approved a purchase price of \$350,000,
- The Deacon Board should vote to commission a committee designated by the school board to immediately pursue the purchase of the Haitema building from Warren Con. for a price not to exceed \$450,000 subject to
  - Final congregational approval,
  - Bank approval,
  - City Approval,
  - Building inspection.
- These negotiations should commence as soon as possible so that some announcement of their commencement can be made at the banquet next Monday.

# Questions

- What is the attention-getter? Is it info that is part of another step in the sequence?
- What elements in the graphic presentation get attention?
- How is the theme carried through the presentation?
- What metaphors—visual and verbal—does this presentation use?
- How does this presentation use internal summaries?
- How does this presentation address critical issues?
- What types of appeals does this presentation use?
- How does this presentation make use of the visual aids? Is every outline point listed?