

St. Peter's Episcopal Church – Rockport, Texas

Our considerations in planning a stewardship program for FY2009:

1. We desired to consider the deeper meaning of the term, stewardship.
2. We truly wanted this faith community to discern and feel the spiritual challenge of responding to God's many blessings through our personal offering of time, talent, and treasure.
3. We wanted to be more intentional in communicating and "living-out" our belief that \$'s offered to God, through this faith community, equal vital initiatives that respond to ministry opportunities in this part of the world.
4. We were seeking ways to focus on the sacramental aspects of stewardship and ways to express these liturgically.
5. We desired an approach that would be straightforward and user-friendly.
6. We desired a program with a proven track record for success.

Here's what appealed to us about The New Consecration Sunday Stewardship Program:

1. A spiritually focused approach rather than a fund-raising method.
2. Focuses on proportional giving and tithing, not as a legalism, but as an appropriate faith commitment for which God's grace empowers us.
3. Teaches stewardship on the basis of the need of the giver to give for his or her own spiritual benefit, rather than the need of the church to receive and balance the budget.
4. New Consecration Sunday Stewardship Program models the idea that stewardship is part of our worship of God.
5. Assumes that people can enjoy and relate to thoughtful stories and presentations regarding stewardship rather than feeling negative about the notion of the term.
6. The program is structured and user-friendly.
7. Results from congregations using the program, proved its effectiveness.

- **Church Newsletter Article: Consecration Sunday Is Coming! Dated four weeks before Consecration Sunday**

Consecration Sunday Is Coming

Congregations that approach financial stewardship from a biblical perspective do not view the money Christians give to their church merely as a way to pay its bills. Rather, such congregations see financial contributions as a way to help people grow spiritually in their relationship with God by supporting their church's mission and ministry with a percentage of their incomes.

Our congregation's finance committee has selected the *New Consecration Sunday Stewardship Program* as a way to teach the biblical and spiritual principles of generous giving in our stewardship education emphasis this year.

New Consecration Sunday is based on the biblical philosophy of the need of the giver to give for his or her own spiritual development, rather than on the need of the church to receive. Instead of treating people like members of a social club who should pay dues, we will treat people like followers of Jesus Christ who want to give unselfishly as an act of discipleship. *New Consecration Sunday* encourages people toward proportionate and systematic giving in response to the question, "What percentage of my income is God calling me to give?"

During morning worship on Consecration Sunday, we are asking our attendees and members to make their financial commitments to our church's missionary, benevolent, and educational ministries in this community and around the world.

Every attendee and member who completes an *Estimate of Giving Card* does so voluntarily by attending morning worship on Consecration Sunday. We urge people to attend who feel strongly opposed to completing a card. The procedure is done in such a way that no one feels personal embarrassment if he or she chooses not to fill out a card.

We will do no home solicitation to ask people to complete cards. During morning worship our guest leader will conduct a brief period of instruction and inspiration, climaxed by members making their commitments as a confidential act of worship.

We will encourage participation in Consecration Sunday events through the Consecration Sunday team and governing board members. Since we will make no follow-up visits to ask people to complete their cards, we will make every effort to inform, inspire, and commit everyone to attend Consecration Sunday worship.

Thanks in advance for your enthusiastic participation in Consecration Sunday events.
Governing Board Chairperson,

- **Letter #1: Dated Monday, three weeks before Consecration Sunday**

Monday, _____ (three weeks before Consecration Sunday): Mail letter #1 below to all members and regular attendees; in other words, everyone who actively participates in your congregation. Stick with the letter's basic outline. Change only the information needed to personalize it for your congregation. Change example: A large church with multiple services may decide to modify the Celebration Luncheon procedure based on options listed below.

Download Letter #1 from the CD. Personalize the dates and church name. Print on church stationary. Note: Copyright permission is granted to use only in your congregation. Warning: Do not change words, add sentences, or delete sentences! Alternations risk damaging final results (significant increases in financial giving and the spiritual growth of donors).

Letter #1:

_____ [Dated Monday, three weeks before Consecration Sunday]

Dear Members and Friends of _____ Church:

Sunday, _____, is our congregation's Consecration Sunday. I urge you to plan now to attend the two important events: Sunday morning worship and the Celebration Luncheon immediately following worship that same day (a catered meal, not a potluck dinner).

This spiritual-growth-oriented process is designed to enrich our biblical understanding of Christian stewardship. Rather than focusing on the need of the church to receive, the experience concentrates on the need of the giver to give for his or her own spiritual development.

We believe that you are concerned enough to attend on Consecration Sunday and make your financial commitment as an act of worship in the church sanctuary.

No one will call on you at your home for a pledge. But we will contact you personally to secure your commitment to attend morning worship on Consecration Sunday and the Celebration Luncheon immediately after worship.

Cordially,

Governing Board Chairperson

• **Consecration Sunday Reservation Card**

Consecration Sunday Reservation Card

I (we) will be present for morning worship and the Celebration Luncheon on Sunday,
_____ (date).

___ Yes ___ No

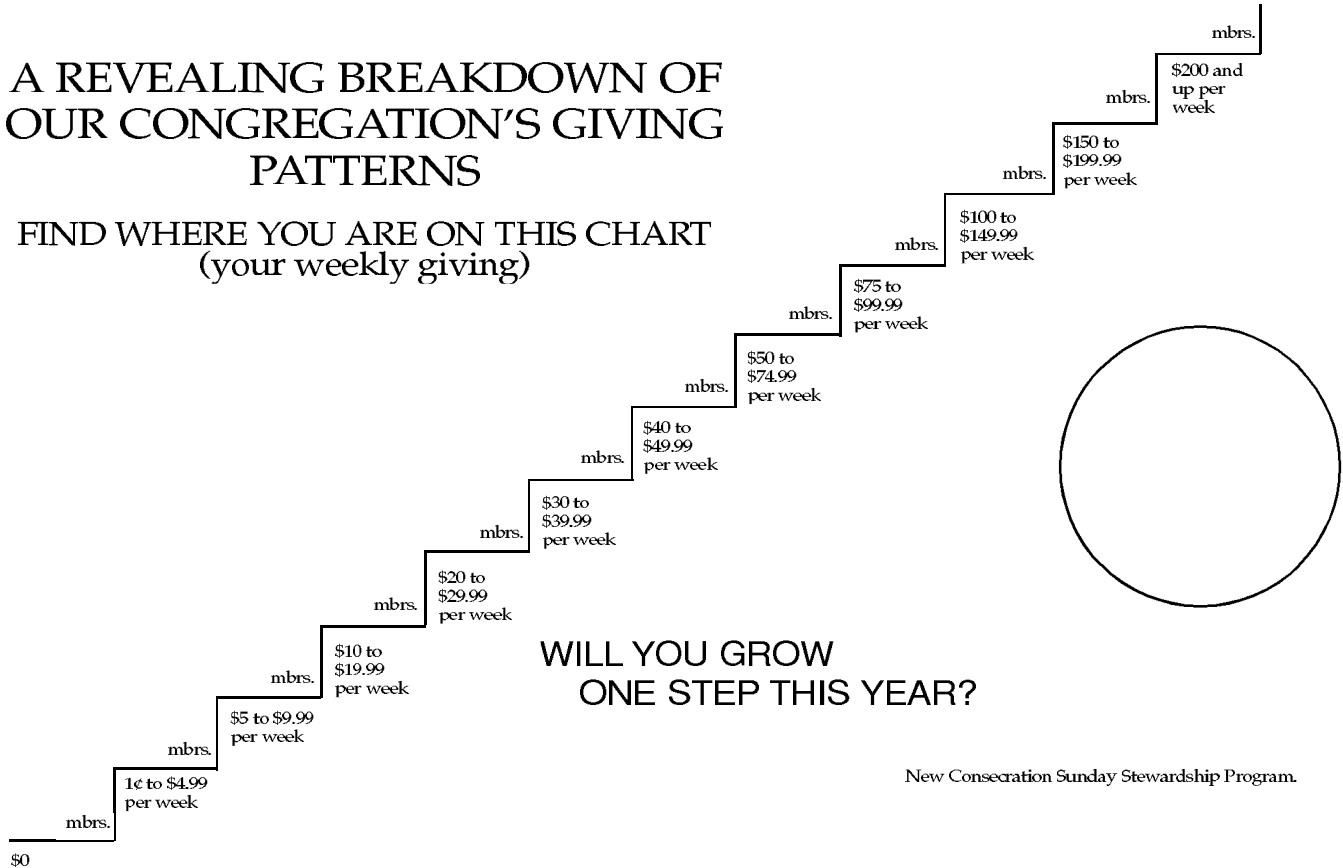
The number of persons attending from my household will be _____.

Name _____

Telephone _____

A REVEALING BREAKDOWN OF OUR CONGREGATION'S GIVING PATTERNS

FIND WHERE YOU ARE ON THIS CHART
(your weekly giving)



WILL YOU GROW
ONE STEP THIS YEAR?

New Consecration Sunday Stewardship Program.

• **Instructions for Making Celebration Luncheon Reservation Contacts**

Instructions for Making Celebration Luncheon Reservation Contacts

I. Our goal is to secure a promise from every church member and regular worship attendee to participate in Consecration Sunday by attending

A. Morning worship on Consecration Sunday, _____ (date).

B. The Celebration Luncheon immediately following worship that same day.

II. The visitor's goal is to get the member or worship attendee to attend. This does not include asking people for a financial commitment or being concerned about the amount they decide to give.

III. Accomplish your goal by the following steps:

A. Each visitor makes a personal contact with every person on his or her list _____, _____, and _____ (the Monday, Tuesday, or Wednesday prior to Consecration Sunday). The visit informs people of the Consecration Sunday plan. People much more easily ignore, forget, or say no to a telephone contact. A home visit in which you ask them to attend gets better results.

B. Emphasize the voluntary aspect of coming to the church for the morning worship and Celebration Luncheon on Sunday, _____ (date). Stress that their decision to financially support the congregation's mission and ministries is made in privacy as an act of worship.

C. Stress that we want every member of the church to attend, even if they choose not to make a specific financial commitment.

D. Use the reservation card to make their reservation for the two events.

IV. Telephone the Consecration Sunday chairperson and make a full report of your contact results by 7:00 p.m., _____, the Wednesday before Consecration Sunday (Thursday evening if the governing board, committee chairpersons, and Consecration Sunday team dinner is on Monday).

The Consecration Sunday chairperson then makes assignments for Consecration Sunday reservation card visits. The goal is to contact all church members and regular worship attendees not present for morning worship the last two Sundays who therefore missed the opportunity to complete a reservation card. To accomplish these assignments in a small congregation, the pastor or Consecration Sunday chairperson calls out the names of the households "from which we do not yet have reservation cards." Ask church leaders to raise their hands and volunteer to contact these people for the purpose of obtaining their reservations for the catered Celebration Luncheon on Consecration Sunday, _____ (date). The Consecration Sunday chairperson carefully records the names each church leader

takes for contact.

In large congregations, accomplish these assignments by laying the reservation cards on a table at the front of the room, in alphabetical order. Ask the church leaders to come forward, one table at a time, and pick up the appropriate number of reservation cards. The chairperson records on a master sheet which cards they take.

Monday and Tuesday, _____ (the week before Consecration Sunday): Governing board members, committee chairpersons, and Consecration Sunday team members make personal visits to obtain Celebration Luncheon reservations from people who have not yet made them. Brief, unannounced, home visits cause far greater increases in the Consecration Sunday worship attendance—the primary goal of the contacts—than do telephone calls.

Thursday, _____ (before 7:00 p.m., the week before Consecration Sunday): All Celebration Luncheon reservations from personal contacts by governing board members, committee chairpersons, and Consecration Sunday team members are telephoned in to the Consecration Sunday chairperson.

Thursday, _____ (after 7:00 p.m., the week before Consecration Sunday): The Consecration Sunday chairperson telephones all governing board members, committee chairpersons, and Consecration Sunday team members who have not called in the reservations they obtained and asks for their reports. If they have not finished their contacts, the chairperson asks that they complete them this evening and telephone him or her by 9:30 p.m.

Friday, _____ (the week before Consecration Sunday): The Consecration Sunday chairperson (and members of the Consecration Sunday team in large congregations) telephones for Celebration Luncheon reservations any members and regular worship attendees not contacted by the governing board members, committee chairpersons, and Consecration Sunday team members.

Sunday, _____ (Consecration Sunday): The guest leader preaches in morning worship and conducts a seven-minute commitment session at the close of the service. Through careful planning, control the length of the service to allow seven minutes for this closing commitment session. Do not plan to use a choral response of any kind at the end of the service. Craft the printed order of worship to conclude with “Commitment Time and Benediction, [name of guest leader].”

St. Peter's Episcopal Church

Stewardship Results

2008 - 2010

In 2009, St. Peter's adopted the "New Consecration Sunday Stewardship Program". New Consecration Sunday asks people to grow spiritually through their congregations. New Consecration Sunday focuses on percentage giving. In other words what percentage of your income is God calling you to give.

Shown below is a comparison of Stewardship results for calendar years 2008 (traditional fundraising stewardship program), and 2009 and 2010 (New Consecration Sunday Program).

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2010 vs 2008</u>
Pledged/Giving Amount	166,190	180,934	200,858	+21%
No. of Giving Units	72	73	81	+13%
Average Giving Per Unit	\$2308	\$2468	\$2480	+ 7%

The actual amount given in 2008 totaled \$144,131, compared to \$163,592 for 2009. This actual giving in 2009 increased \$19,461 from 2008 or 13.5 percent. The estimated giving in 2010 (\$200,858) versus actual giving in 2009 (\$163,592) represents an increase of \$37,266 or 18.5%.

St. Christopher's by-the-Sea Episcopal Church
Stewardship Results
2005 - 2008

In 2005, Bishop Folts asked me to begin a restart program at St. Christopher's. That first year, I had a few people give a lay witness talk during announcements and invited the Rt. Rev. John MacNaughton to speak. He was very well received but we did not have much change.

In 2006, I invited the Rev. Ned Bowersox to be our speaker and he was also preceded by a few lay speakers who were members of the congregation.

I did not get near the results in 2005 or 2006 that I had hoped for so I began to look at different programs. St. Christopher's adopted the "New Consecration Sunday Stewardship Program". New Consecration Sunday asks people to grow spiritually through their congregations. There is a great emphasis on getting people to focus on percentage giving. One way that this is accomplished is to ask, "What percentage of our income is God calling us to give".

Shown below is a comparison of the Stewardship results for calendar years 2005 (traditional fundraising stewardship program), and 2007 and 2008 (New Consecration Sunday Program).

	2005	2006	2007	2008
Pledged	109,000	114,000	142,000	170,000
\$ Increase	\$0	\$5,000	\$28,000	\$28,000
% Increase	0%	4%	20%	17%

In the life of our congregation, this was a significant increase. There may have been other factors involved as well but the results were a benefit to all.

Faith-raising Stewardship Conference
August 28, 2010
St. Mark's Church- San Antonio, TX

New Consecration Sunday Stewardship Program

Presenter: The Rev. Ripp Hardaway, St. John's, New Braunfels

Plenary Session(11:00 - 11:30 am)

Introduction to the New Consecration Sunday Stewardship Program

1. How I first became aware of this program?
2. What made this concept intriguing?
3. Our experience at St. Christopher's by-the-Sea, Portland, TX. (*Brief overview*)

Workshop (2:15 – 3:00 pm)

New Consecration Sunday Program - A Magic Formula? A Silver Bullet? NO

Discernment About A New Approach to Stewardship – Our Story

What Was Appealing About New Consecration Sunday Program

Concerns and Objections - Part of Our Discernment

The Nuts and Bolts of the New Consecration Sunday Stewardship Program

Going Forward – Our Experience at St. Christopher's, Portland

Year 1 – Fall 2005

Year 2 – Fall 2006

Year 3 – Fall 2007

Year 4 – Fall 2008

Responding to Your Questions Concerning This Program

How I first became aware of this program?

I had been serving at St. Christopher's for two years.
Seen a pretty good program that Nancy Coon did. I could not pull it off.
I tried the traditional programs. Lay witnesses, based on why they give.
Followed by a "big time speaker", but the results were not good.

Simply did some research, found something interesting, and was hooked.

What was it that was so interesting.

Ideas like the need of the giver to give.
Not focusing or even doing a budget until after the program
A real focus on percentage giving. Including tools to help.
Getting people a lot of info in their hands and less people knocking on
their doors and calling them.
Still having a guest speaker but giving them specifics to talk about.
Have a celebration dinner afterwards to celebrate all that God has given
us.
Ending with a number.
Following up with just one more letter.

My experience at St. Christopher's.

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The result was significant in the life of our church. This allows for new staff and ministries to reach people in our community.

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