

APPENDIX C
CAPITAL FUNDING AGENCIES

ASSOCIATES IN GIVING, INC
Dennis Thompson
8633 Datapoint Drive, Suite 227
San Antonio, TX 78229-3254
(210) 614-6969

OR

Joyce Palmer
4406 Waterbury Lane
Lincoln, NE 68516
(402) 489-4171

CARGILL ASSOCIATES
4701 Altamesa Boulevard
P. O. Box 330339
Fort Worth, TX 76163-0339
(817) 292-9374

THE JAMES COMPANY
425 Lakeview Avenue
Excelsior, MN 55331
(612) 470-0535 or 1-800-258-7575

OR

3332 North Knell Terrace
Wauwatosa, WI 53222
(414) 258-7575 or 1-800-258-7575

KAIROS AND ASSOCIATES, INC.
Ann Bailey
679 Burnside Terrace Southeast
Leesburg, VA 22075-8893
1-800-851-3019

DR. ROALD A. KIDEM
1943 Lower Hamlet Court
Apple Valley, MN 55124
(612)452-3664

KIRBY-SMITH ASSOCIATES, INC.
C. Eugene Musser
5 Fawn Drive
Quarryville, PA 17566
(717) 284-3100 or 1-800-726-3996
FAX: (717)284-3659

LUTHERAN LAITY MOVEMENT FOR
STEWARDSHIP, ELCA
Joyce Cain
8765 West Higgins Road
Chicago, IL 60631
1-800-638-3522

RESOURCE SERVICES, INC.
12770 Merit Drive, Suite 900
Dallas, TX 75250
1-800-527-6824

DR. HAROLD UHL, CFRE (RET.)
6627 Poages Mill Drive
Roanoke, VA 24018
(540) 989-1359

WARD DRESHMAN & REINHARDT
P. O. Box 448
Worthington, OH 43085
(614) 888-5376

**APPENDIX C
CAPITAL FUNDING AGENCIES (CONTINUED)**

**STEWARDSHIP “KEY LEADERS”
DIVISION FOR CONGREGATIONAL MINISTRIES, ELCA**

REV. QUENTIN P. GARMAN, D.D. **
740 Anchor Way
Carlsbad, CA 92008-3326
(619) 434-3423

REV. MILT OLSON **
8116 Anderson
Manhattan, KS 66502
(913) 539-1679

REV. GEORGE HAYNES **
P. O. Box 171270
San Antonio, TX 78217-8270
(210) 824-0068

REV. HARRIS LEE **
7009 Sally Lane
Minneapolis, MN 55439
(619) 942-7085

**** Stewardship Key Leaders**

According to ELCA Churchwide staff, the costs for the use of these Key Leaders and their program range between \$3,500-\$4,000, which consists of:

- Key Leader’s presence for the entire weekend meeting with congregational leaders at the beginning of the program, including preaching on Sunday and having a Children’s Talk.
- Key Leader’s presence for the entire weekend meeting at the end of the program, including preaching, helping to tally pledges, and making a final report.
- Transportation costs (airline, etc.), housing accommodations and meals for Key Leader.
- Honorariums
- Costs of the programs and materials.

The program lasts five to six weeks and is administrated by the Key Leader. There are mailings, with letters and reminders, through this time period.

The increase in giving usually compensates for the cost of the program.

CAPITAL FUNDING INTERVIEW SHEET**CONGREGATION:** _____

Questions	Firm/Representative Date Interviewer	Firm/Representative Date Interviewer
1. Firm description: A. Date Founded B. # of Consultants C. Staff experience and background D. # of Support Staff E. Technical Support		
2. List Professional Affiliations		
3. Describe philosophy of fund raising		
4. Briefly describe method		

CAPITAL FUNDING INTERVIEW SHEET - PAGE TWO

Questions	Firm/Representative Date Interviewer	Firm/Representative Date Interviewer
5. What flexibility is offered?		
6. How do you determine your goals and what individuals should give?		
7. How do you motivate people to participate (work) and commit (give)?		
8. How will people be asked for their commitments (pledges)?		
9. What % of the pledging is received in cash?		

CAPITAL FUNDING INTERVIEW SHEET - PAGE THREE

Questions	Firm/Representative Date Interviewer	Firm/Representative Date Interviewer
10. What types of alternative giving do you consult?		
11. Should we separate our capital fund by account, reports, envelopes, recorder?		
12. Have any congregations you have worked with experienced a decrease in regular giving?		
13. Who would be our consultant and why?		
14. How many days will our consultant be on site?		
15. What tangible products do you provide?		

CAPITAL FUNDING INTERVIEW SHEET - PAGE FOUR

Questions	Firm/Representative Date Interviewer	Firm/Representative Date Interviewer
16. What is your fee? a. How is it paid? b. What is included?		
17. What type of follow-up consulting do you provide/ any fee?		
18. What were the factors in your least successful appeals?		
19. What were the factors in your most successful appeals?		
20. List of references.		