

Report-outs on Capital Campaign Studies
August 26: 32 participants. September 2: 39 participants.

Audience questions and reactions

Q: What is the breakdown of the elements of the debt?

A: It's a conventional loan, with payments for interest and principal due each month. The loan covers both the remaining amounts on the church renovation and also the remainder of the Garrett Street house loan.

Q: Why 3 years to pay off each person's cap camp pledge? Was it more years, maybe 5 years, the last time?

A: Yes, the payments could be made over five years. In the last campaign, the church took out a loan to fund the renovation project; this year's campaign needs "cash in hand" to address the roof/energy project. The sooner we can collect the amount needed to go to contract on the project, the sooner the problem gets addressed.

Q: Where did the original \$280,000 estimate for the roof replacement come from?

A: That estimate was circa 2010.

Q: How much has to be raised before we can get started on the roof?

A: Great question. As we will not be taking out a loan to do the roof/energy project, we will need enough funds in hand to hire the recommended architect/construction manager who will then advise the recommended subcommittee of church members overseeing the project about the sequence of events. And before going to contract with the roofing company and vendors doing the rest of the project, most of the money will need to be in the bank and not just promised as part of pledges. That is why we are urging where possible that donors front-load their commitment (i.e., make their donations in 2021 and 2022).

Q: Not to point fingers, but what happened with the roof replacement 25 years ago that resulted in the poor design and outcome that we couldn't hold the contractor to correct?

A: There is a lack of proper slope in the insulation that would normally direct water to the drains. This appears to be an error in the design or installation of the existing roof. The rest of the roof is at the end of its useful life and any flaws at this point could simply be due to age. For the new replacement project, the task force recommended a strategy to execute the project with oversight to ensure proper design and installation of the new roof and related building envelope elements. The strategy includes a facilities management committee, a specific roof project focused subcommittee made up of subject matter experts from the congregation, an independent architect/construction manager and a qualified contractor.

Q: Does it seem that there are problems related to how the roof work was done in 1995?

A: See above

Q: What would the expected lifespan of this new roof be?

A: 25 years

Q: Which materials are planned to be used for the roof?

A: The roof top layer will be TPO (thermoplastic polyolefin) with a thickness of .060 or .080 inches and the insulation will be tapered ISO.

Q: Are the large windows throughout the church double-pane?

A: The clerestory windows that are part of the project are single pane and the proposed project will remove them and install double pane. The other windows in the church (great hall for example) are also single pane.

Q: Are the HVAC units in good shape?

A: It's a mixed bag, which is what you'd expect. The units were installed intermittently over time, so the age of each unit ranges from 5 years to 15-20 years. None of them are bad enough that urgent replacement is necessary, and given that we're already so much over our original budget, we did not include replacing any in our current proposal. But it's likely we'll need to replace some as soon as 5-6 years from now... another example why a Capital Reserve Fund would be very useful.

Q: Will our Dominion Energy bill likely be reduced if we install solar panels?

A: Yes, because we'll be replacing a portion of the electricity we currently buy from Dominion (about 30-40%) with the electricity we produce from the panels. Keep in mind, even if we don't install any solar panels, our electricity use will likely reduce because our energy efficiency will improve with better roof insulation and double-paned clere-story windows.

Q: I know that there are tax offsets for environmental-based installations, but not sure if we can get anything like that as a non-profit. But, might it be interesting to see if any entity (like Dominion) would offset any of the cost?

A: Yes, there are programs (though none offered by Dominion). In fact, one deduction is already baked into our proposal. The actual quote we got from an installer is closer to \$98K, but we're baking in a 15% reduction in cost that we can get from a for-profit company called Collective Sun whose business model involves purchasing the solar arrays and capturing the tax credit, selling the electricity to the non-profit/church (who is not eligible for the tax credit) and passing on a percentage of the tax credit they reap in the form of a 15% offset. There are other options that we've looked into that are even more favorable, but we did ****not**** bake those in because a) they're more dependent on using specific installers and b) things may be quite different by the time we actually are ready to install the panels (the panels are likely the last part of this entire project, as we'll first need to raise enough money for the roof replacement and then actually execute that job). We plan to continue monitoring the different finance and incentive programs that exist over the next several years.

Q: Will the 85k for Solar max out the solar panels over the Great Hall?

A: Yes, that will allow us to install as many contiguous panels as possible over the Great Hall portion of the roof. If we wanted to increase the number of rooftop panes at a later day, additional arrays would need to be installed over other portions of the roof. The next-best area, in terms of sun exposure, is over the library and entry way, though (ironically) those sections are currently crisscrossed by the gas lines that feed the heating units. Those would likely need to

come up in order for us to install panels and they can't come up until we replace the gas heating units serviced by those gas lines with electric heat pumps.

Q: Are there any historic or aesthetic requirements for the neighborhood buildings. Solar panels which can be seen from the street might create some neighbor complaints to the city.

A: Not that we are aware of. The city certainly does not have any and the church is not part of an HOA. Also, our solar would likely NOT be visible from the street given that the exterior walls actually rise 2-4 feet above the roof itself.

Q: The concept of a “stretch goal” is well taken and understood. We’re being asked for a double stretch from an estimated “capacity goal” of \$1m to a \$2m stretch goal. If we raise half of the money, how does that money get allocated?

A: The Board determines priorities for campaign expenditures. It has agreed that, based upon the deterioration of the roof and member preference to address this, the bulk of early donations will be directed to this project. Reducing the debt comes close behind, so that should there be a compelling reason to reduce the debt while still funding the roof project, that will be considered as well. The other campaign goals (transition costs for human resources and establishing a capital reserve fund) will be funded only should the first priorities be fulfilled.

Reaction: Many commented upon the professional approach of the Task Force to setting a plan for the roof/energy project and expressed great appreciation to the members for their work.

Reaction: Appreciate the ground of the roof and solar work in our principles. Environmental justice is work that involves social justice and anti racism.

Reaction: With such bold goals, we will need bold fundraising ideas. We will need to expand some new fundraising options.

Reaction: Might we apply for money from Faithify for part of our project?

Reaction: Use energy saving lamination sheets on the large windows? We have to cut radiant gains and losses of heat and AC.

Reaction: Something to consider - can we monetize the building more during the rest of the week to raise money? (e.g. produce meals from the kitchen, open a day care, rent space to a start up business, etc)

Reaction: I feel the roof presentation was excellent but there needs to be more opportunity for discussion about the roof. The \$900,000 price tag is staggering to me and though I am very impressed by the work that went into the presentation, I would want to ask more questions about the roof project.

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