### ITEM P.200 FOR INFORMATION

#### PILLARS OF THE CHURCH



### Pillars of the Church

Based on the Pillars of our Faith and Tradition

"....and one of them, a lawyer, asked him a question to test him. 'Teacher, which commandment in the law is the greatest?' Jesus said to him, 'You shall love the Lord your God with all your heart, and with all your soul, and with all your mind.' This is the greatest commandment. And a second is like it: 'You shall love your neighbor as yourself. On these two commandments hang all the law and the prophets." (Matthew 22:35-40 NSRV)

### Pillars of the Church

### What is it?

For Individual Donors: A monthly recurring gift program

For Congregations and Presbyteries: An annual recurring gift program



# Why a Recurring Gift Program?

- Builds a constituency of support
- Visible and tangible support
- Recognizes generosity at EVERY level
- Increases financial support and stability through sustained giving



## Why "JOIN" Pillars of the Church?

- Commitment
  - Lovalty
- Faithfulness

To a ministry I care about and want to show support

### How did "Pillars" Start?

- 1. Staff Commitment
- 2. Current recurring donors invited to join
- 3. Annual congregation/presbytery donors invited to join
- 4. An affinity group
- 5. Recognition

### **Outcomes since Nov. 2014**

### **Designated Giving to CPJ Ministries:**

- From individuals:
  - increased more than 4x
- From congregations and presbyteries: almost double

# Recurring Gifts The Industry Standard

All non-profit giving in U.S.: the average recurring gift is:

\$23 per month resulting in a

\$276 annual gift

For PC (USA) giving: the average recurring gift is:

\$67.24 per month resulting in a \$806.88 annual gift

### Presbyterian Mission Agency Giving

- Total Number Recurring Gifts: 452
- Total Monthly Giving: \$30,394.67
- Total Annual Giving: \$364,735,94

