

*The Next*

**HARVEST**

“A wide **door** for effective work has opened...”

1 Corinthians 16:9





# AGENDA

- The Need for More Space
- Guiding Principles
- Facts and Assumptions
- Harvest
  - Past
  - Present
  - Future: The Next Harvest
- Scenarios and Long-Range Goal
- The Task Before Us



# THE NEED FOR MORE SPACE

- We Currently Rent 9,600 sf For \$13,530 Per Month
- Advantages of Our Current Location
  - Location, Location, Location
  - New 3-Year Lease With Options
  - Very Good Lease Rate (\$17.50 sf)
- Disadvantages of Our Current Location
  - HVAC
  - Restrooms
  - Layout
  - Children's Areas
  - Shared Public Space and Other Tenants



# GUIDING PRINCIPLES

- Prayer is Vital
- This is For God's Glory, Not Our Own
- Go Where God is Leading and Providing
- Christ is Returning Soon
- Keep the Focus on HBC's Mission and Vision
- Money For Land and Buildings vs. Money For Ministry
- Flexibility, Safety, Opportunity

- Our Congregation is Growing – From 140 a Year Ago to ~ 240 in Two Services Today
- A Layout That Accommodated 100 People is Challenging for 240+ People
  - Security
  - Safety
- Real Estate Within a Five-Mile Radius is Expensive
  - 518 Wallace Road: 6.5 Acres for \$2.6 M
  - 230 Northgate Drive: 2.5 Acres for \$1.8 M

# **ASSUMPTIONS**

- We Need at Least Six Buildable Acres
- God is Going to Provide The Right Location
- Overall Giving Will Increase
- Giving for The Building Campaign Will Be Generous
- We Will Be Able to Relocate in The 2027 Timeframe
- We May Reach a Point When Our Current Layout and Space Constraints Deter People From Joining HBC

# HARVEST PAST

- **The Next 3**
  - Initiated in Spring 2017
  - Built Out the Auditorium and Pastor's Office
  - Sixty People Raised \$40,000 in Under Four Months
- **The Next 5**
  - Initiated in Spring 2019 and Completed That Summer
  - Expanded Auditorium and Children's Rooms
  - Approximately 100 People Raised \$120,000 in About Six Months
- **Why We Didn't Hire a Fundraising Consultant**

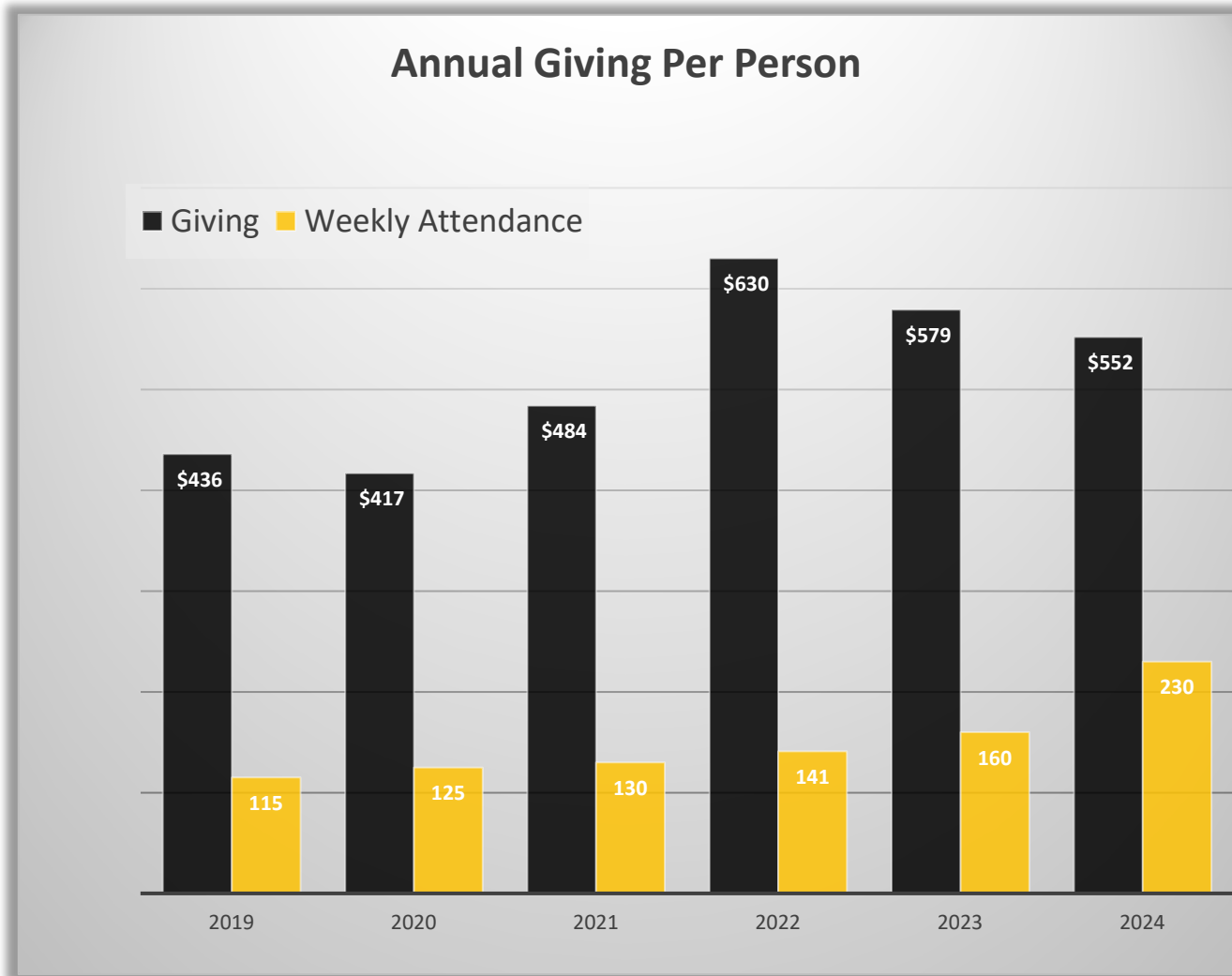


# HARVEST PRESENT

- We Are Averaging ~ 240 Attendance in Two Services
- Almost Half of Our Congregation is Under Age 12
- Our Budget for Fiscal Year 2024 is \$540,000
- Our Anticipated Giving for Fiscal Year 2024 is \$552,000
- Our Largest Annual Expenditures Are:
  - Rent – \$162,360
  - Salaries – \$237,000 (2 Full Time Pastors and 3 Part Time)
  - Missions – \$75,000

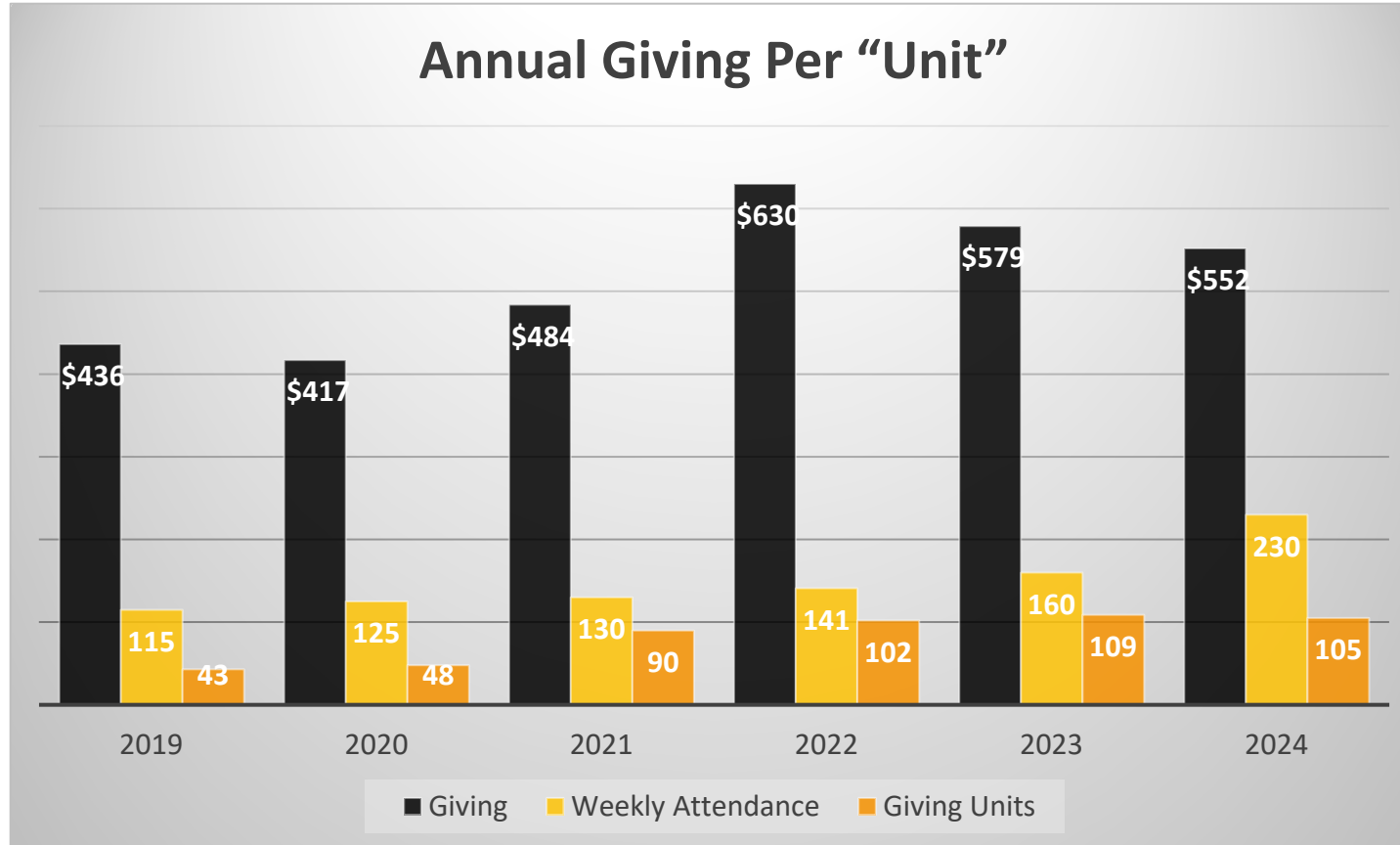


# GIVING AND ATTENDANCE



- 2019: \$3,791
- 2020: \$3,336
- 2021: \$3,723
- 2022: \$4,468
- 2023: \$3,619
- 2024: \$2,400
- If Current Giving Matched 2022 Levels, Our Income Would Be \$1,027,640

# GIVING AND ATTENDANCE



- 2019: \$10,140
- 2020: \$ 8,688
- 2021: \$ 5,378
- 2022: \$ 6,176
- 2023: \$ 5,312
- 2024: \$ 5,257
- If Current Giving Matched 2022 Levels, Our Income Would Be \$648,480

# HARVEST FUTURE

- A “Realistic” Approach: Raise 1.5 to 2 Times Our Annual Income
  - $\$552,000 \times 1.5 = \$ 828,000$
  - $\$552,000 \times 1.7 = \$ 938,400$
  - $\$552,000 \times 2.0 = \$1,104,00$
- Our Current Giving is Enough to Sustain Ministry For Now – Maintenance, Not Growth
- Giving to The Next Harvest Generosity Initiative Must be Over and Above Regular Giving

# THE NEXT HARVEST

- The Next Harvest
  - 240 People + Three Years = ?
  - **The Reality:** We Need to Raise Over \$2 M to Purchase Land
- Phased Approach
  - Phase I – Raise Equity
  - Phase II – Acquire Land
  - Phase III – Build

**We Are Beginning Phase I**



# FIRST SCENARIO – \$1 M

\$1 Million				Factor	Variable	Average
Source of Proceeds		Use of Proceeds		Building Size	12,000	
		Land	\$ 1,000,000.00	SF Construction Cost	\$ 230.00	\$240 to \$870
		New Construction	\$ 2,760,000.00	SF Demolition Cost	\$ 10.00	\$10 to \$20
		Architectural & Other Fees	\$ 100,000.00	SF Renovation Cost	\$ 150.00	\$50 to \$150
Equity	\$ 2,496,000.00	Soft Costs	\$ 50,000.00	Contingency	10%	10% to 15%
Conventional Loan	\$ 1,664,000.00	Fixtures, Furniture & Equip.	\$ 250,000.00	Equity	50%	40% to 70%
	\$ 4,160,000.00	Subtotal	\$ 4,160,000.00	Interest	7%	7% to 8%
		Contingency	\$ 416,000.00			
		<b>Interest</b>	<b>\$ 1,432,233.83</b>	Current Rent is \$13,529.58		
		<b>Total Project Cost</b>	<b>\$ 6,008,233.83</b>	240 Monthly Payments of \$12,900.97		



# SECOND SCENARIO – \$2 M

<b>\$2 Million</b>					<b>Factor</b>	<b>Variable</b>	<b>Average</b>
Source of Proceeds		Use of Proceeds			Building Size	12,000	
					SF Construction Cost	\$ 230.00	\$240 to \$870
		Land	\$ 2,000,000.00		SF Demolition Cost	\$ 17.50	\$10 to \$20
		New Construction	\$ 2,760,000.00		SF Renovation Cost	\$ 150.00	\$50 to \$150
		Architectural & other fees	\$ 100,000.00		Contingency	10%	10% to 15%
		Soft Costs	\$ 50,000.00		Equity	50%	40% to 70%
		Fixtures, Furniture & Equip.	\$ 250,000.00		Interest	7%	7% to 8%
Equity	\$ 3,096,000.00	Subtotal	\$ 5,160,000.00				
Conventional Loan	\$ 2,064,000.00	Contingency	\$ 516,000.00				
	\$ 5,160,000.00	<b>Interest</b>	<b>\$ 1,776,520.81</b>				
		<b>Total Project Cost</b>	<b>\$ 7,452,520.81</b>				
					Current Rent is \$13,529.58		
					240 Monthly Payments of \$16,002.17		



# THIRD SCENARIO – \$2.5 M

Six Acres - Pine Township, PA				Factor	Variable	Average
Source of Proceeds		Use of Proceeds		Building Size	5,000	
				SF Construction Cost	\$ 250.00	\$240 to \$870
		Land & Building	\$ 2,200,000.00	SF Demolition Cost	\$ 17.50	\$10 to \$20
		New Construction	\$ 1,250,000.00	SF Renovation Cost	\$ 150.00	\$50 to \$150
		Renovation - 8,000 sf	\$ 1,200,000.00	Contingency	10%	10% to 15%
		Architectural & other fees	\$ 100,000.00	Equity	50%	40% to 70%
		Soft Costs	\$ 50,000.00	Interest	7%	7% to 8%
Equity	\$ 3,150,000.00	Township Compliance (est.)	\$ 200,000.00			
Conventional Loan	\$ 2,100,000.00	Fixtures, Furniture & Equip.	\$ 250,000.00			
	\$ 5,250,000.00	Subtotal	\$ 5,250,000.00			
		Contingency	\$ 525,000.00			Current Rent is \$13,529.58
		Interest	\$ 1,807,506.64			240 Monthly Payments of \$16,281.28
		<b>Total Project Cost</b>	<b>\$ 7,582,506.64</b>			



# LONG RANGE

An Economical, Energy Efficient,  
ADA Compliant, Multi-Purpose  
Structure

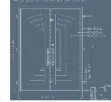







# THE TASK BEFORE US

- Pledge Cards
  - Please Prayerfully Consider Your Contribution
  - Indicate How You Will Give
    - Online
    - By Check
  - Deposit Your Pledge Card or Send USPS
  - The Magnet is a Reminder (Use it to Post the QR Code on Your Fridge!)
  - We Will Put The Total Pledge Amount on The Website
  - We Will Track Progress

*The Next*   
**HARVEST**

Yes, it is an honor to support *The Next Harvest* Generosity Initiative!

I/We plan to give a total of \$ \_\_\_\_\_  
over \_\_\_\_ years for my/our pledge. 

**Payment Option 1**  
Donation by check beginning \_\_\_/\_\_\_/2024  
 Monthly  Quarterly  Annually  One Time Gift


**Payment Option 2**  
I/We will give online (QR Code) to make a:  
 Monthly  Quarterly  Annually  One Time Gift

\_\_\_\_\_  
**First Name** **Last Name**

\_\_\_\_\_  
**Address** **City** **State** **Zip Code**

\_\_\_\_\_  
**Phone Number** **Email**

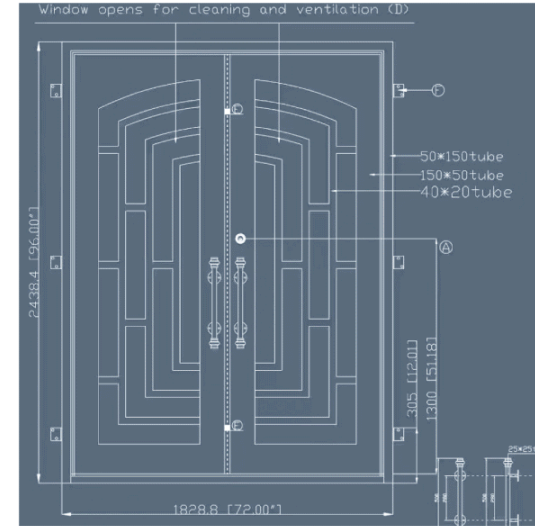
Thank you for your prayers and generosity! You Are Loved!  
*All gifts are tax deductible as allowed by law*  
Please deposit in the auditorium giving boxes or mail to:  
The Next Harvest | 12330 Perry Highway | Suite 100 | Wexford, PA | 15090  
(724) 719-2087 | [thenextharvest@harvestpittsburghnorth.org](mailto:thenextharvest@harvestpittsburghnorth.org)



# QUESTIONS?

*The Next*

# HARVEST



“A wide **door** for effective work has opened...”

1 Corinthians 16:9

I LOVE  
TO GIVE



HARVEST BIBLE CHAPEL PITTSBURGH NORTH





# HBC – FIRST SCENARIO

<b>Current Building - Wexford, PA (Immediate Renovation)</b>				<b>Factor</b>	<b>Variable</b>	<b>Average</b>
Source of Proceeds		Use of Proceeds		Building Size	13,000	
		Land & Building	\$ 5,000,000.00	SF Construction Cost	\$250.00	\$240 to \$870
		Demolition - 4,000 sf	\$ 40,000.00	SF Demolition Cost	\$ 10.00	\$10 to \$20
		Renovation - 5,000	\$ 500,000.00	SF Renovation Cost	\$100.00	\$50 to \$150
		Architectural & Other Fees	\$ 50,000.00	Contingency	10%	10% to 15%
Equity	\$ 3,070,000.00	Soft Costs	\$ 50,000.00	Equity	40%	40% to 70%
Conventional Loan	\$ 3,070,000.00	Fixtures, Furniture & Equip.	\$ 500,000.00	Interest	7%	7% to 8%
	\$ 6,140,000.00	Subtotal	\$ 6,140,000.00			
		Contingency	\$ 614,000.00	Current Rent is \$13,529.58		
		Interest	\$ 2,642,402.56	240 Monthly Payments of \$23,801.68		
		<b>Total Project Cost</b>	<b>\$ 9,396,402.56</b>	Note: Rent payments could augment this payment		



# HBC – SECOND SCENARIO

<b>Current Building - Wexford, PA (Future Renovation)</b>				<b>Factor</b>	<b>Variable</b>	<b>Average</b>
Source of Proceeds		Use of Proceeds		Building Size	13,000	
				SF Construction Cost	\$250.00	\$240 to \$870
		Land & Building	\$ 5,000,000.00	SF Demolition Cost	\$ 10.00	\$10 to \$20
		Demolition - 4,000 sf	\$ -	SF Renovation Cost	\$100.00	\$50 to \$150
		Renovation - 5,000	\$ -	Contingency	10%	10% to 15%
		Architectural & Other Fees	\$ -	Equity	40%	40% to 70%
Equity	\$ 2,700,000.00	Soft Costs	\$ -	Interest	7%	7% to 8%
Conventional Loan	\$ 2,700,000.00	Fixtures, Furniture & Equip.	\$ 400,000.00			
	\$ 5,400,000.00	Subtotal	\$ 5,400,000.00			
		Contingency	\$ 540,000.00			
		Interest	\$ 2,323,937.10			
		<b>Total Project Cost</b>	<b>\$ 8,263,937.10</b>			
				Current Rent is \$13,529.58		
				240 Monthly Payments of \$20,933.07		
				Note: Rent payments would augment this payment		