

Opening Remarks	10:00 – 10:15 AM
Workshop I	10:15 – 11:00 AM
Workshop II	11:00 – 11:45 AM
Lunch	11:45 – 12:30 PM
Workshop III	12:30 – 1:15 PM
Workshop IV	1:15 – 2:00 PM
Break	2:00 – 2:10 PM
Workshop V	2:10 – 2:55 PM
Closing Remarks	2:55 – 3:00 PM



# MONEY AND MINISTRY



The Penn West Conference is pleased to announce that we will host a “Money and Ministry” workshop. Your Stewardship and Generosity team members are strongly encouraged to attend this event.

The Church Building & Loan Fund, Cornerstone Fund, Insurance Board, United Church Funds and the UCC’s Office of Philanthropy, Technology, Identity and Communication (OPTIC) will conduct workshops designed to help strengthen your church’s financial foundation and plan for the future. Workshops will include Planned Giving and Repurposing your Church for Ministry Today, among other topics.

A complimentary lunch will be served. Please join us!

When: Saturday, October 19, 2019

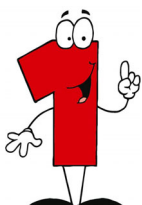
Time: 10:00 AM – 3:00 PM

Where: Penn West Conference Office  
312 South Maple Avenue, Suite PWC  
Greensburg, PA 15601

Stay tuned for additional information!



# Workshop Descriptions



## “Repurposing Your Building for Revitalized Ministry”

**Jill White – Regional Mission Interpreter, Church Building & Loan Fund**

What’s your congregation’s mission and distinctive gifts for ministry? What needs does your community have? In today’s world, churches must understand their purpose and their “why” to be most faithfully effective. A “Repurposing” process can help your church make sure that your mission (your “why”), your assets (people, gifts, and property), and your community’s needs are in alignment. This workshop will describe and provide tools for an intentional process that your church can use to help ensure that alignment. We will share examples of how several UCC congregations transformed their lives, mission and community presence through their buildings and campus.



## “The 10 Best Practices of Financially Healthy Congregations”

**Rob Herrick – Senior Relationship Manager, Cornerstone Fund**

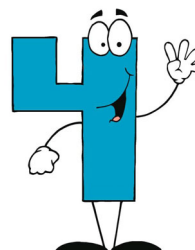
The Cornerstone Fund offers faith-based investments to individuals, churches, and non-profit organizations affiliated with the United Church of Christ. The workshop will focus on the services Cornerstone provides through its Financial Toolkit to help churches implement best financial practices, understand financial statements, communicate and present church finances. Borrowing basics for churches and the role of Church Treasurer.



## “How Much is Enough? Learn How to Properly Insure Your Congregation”

**Don Hamm III, CISR – Principal, Donald Hamm & Sons Insurance LLC, Insurance Board**

We will discuss the various types of liabilities and how churches can manage their exposure by purchasing the proper insurance, obtaining certificates of insurance from third parties, and securing facility use agreements.



## “A 4 Step, 20 Point Checklist Approach to Better Stewardship Results”

**Cynthia Bailie – Director, Office of Philanthropy, Technology, Identity and Communication (OPTIC)**

Together, we will walk through a 4-step process to take philanthropy in your congregation to a new level. Score how you’re doing against a checklist of tools and tips and leave with next steps for where you need to grow.



## “Planned Giving: The Keys to Building a Successful and Sustainable Program”

**Howard W. Hawkins III – Director, Business Development, United Church Funds and Don Hill, President, Don Hill Consulting**

We will explain the purpose of planned giving, review gifts and best practices, and explore how individuals and churches can achieve their stewardship goals. We will also demonstrate the UCF Microsite. A church can use this online platform to engage donors about planned giving and explain how their gift will help to strengthen their church, ministry or the national setting.