

CASE STUDY

FINANCING FOR RELIGIOUS ORGANIZATIONS

OCTOBER 30, 2023



Client Profile

Bible Baptist Church was originally founded in 1966, and it grew steadily over subsequent years. In 1988, the church constructed a sanctuary addition to its building at 2258 East Highland Road. Attendance grew up until the early 2000s, and in 2015, church members voted in Pastor Tim Christoson to lead the congregation. At the time, the church had 38 members, and with a new pastor, the members were eager to help the church grow. In 2017, due to the steady growth, Pastor Jon Jenkins joined the staff, bringing with him experience to update and overhaul the church's website and social media presence. In the years since, the church also added a full-time Youth Pastor, a Children's Ministry Director, an IT person, and two secretaries. During the Pandemic, the church added an online presence in streaming worship services, and as a result, when restrictions were lifted, the church saw another strong period of growth from people who had connected due to those streamed services. In August 2020, the church purchased an approximately 46.5-acre parcel of primarily vacant land commonly known as 3900 Golf Club Road in Howell, with plans to develop a new church campus.

In 2022, after six years of steady increases in attendance, the church decided to sell its Highland Road building and temporarily move worship services into leased space



\$4,450,000 | NEW CONSTRUCTION

Bible Baptist Church of Howell, Michigan | Howell, Michigan

at Howell High School. With a capacity of only 200, two services at Highland Road did not provide enough space for the entire congregation to attend every Sunday. The move to the school resulted in the church's current phase of growth, as the auditorium provided seating for 1,200, as well as increased parking. In August 2022, the church moved forward with the construction of a new worship facility on its Golf Club Road property. The church has experienced steady growth over the last eight years under Pastor Tim's leadership, in both new Christians coming to church for the first time and new attendees who have moved into the area. Average weekly worship attendance in 2023 was 450. Upon completion of the project, the new campus will provide much needed space for the continued growth of the congregation by providing more space for worship, children's ministry, and parking.

For purposes of issuing the 2023 Series Bonds, the 46.5-acres has been split into two parcels, both of which are owned by the Church. Initially, the church plans to improve approximately 12 acres of the property. The project to be completed includes the construction of a 19,800-square-foot ministry facility, including a 500-seat multipurpose auditorium with an expanded stage for worship, an upgraded audio, video and lighting system, two nurseries, four classrooms, children's restrooms, flexible

student ministry space, a fellowship area, and five offices. Site work includes the creation and paving of approximately 1,200 feet of driveway leading from Golf Club Road south to the church's parking lot, which will contain parking for 200 vehicles.

The Stifel Team

In October 2023, the church closed on a 25-year, fixed-rate financing package to be used to finance the site work and construction project at the Golf Club Road property. Church leadership considered different lenders but ultimately chose to work with Stifel's Religion Finance team, recognizing the value of a long-term financing structure and Stifel's expertise with religious organizations. The financing structure offered a true fixed interest rate, with no prepayment penalties, which church leadership strongly valued. The financing structure additionally avoids any large balloon payments during the life of the financing, which simplifies budgeting for future years. As a growing church with the possibility of future financing needs, the open-ended mortgage feature is another advantage of this financing program.

In the News

[Click here](#) to read about the Stifel's Religion Finance Practice's successful financing for Calvary Chapel in Newport News, Virginia, highlighted in *Church Executive Magazine*.

CONTACT

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