

# CASE STUDY

## FINANCING FOR RELIGIOUS ORGANIZATIONS

APRIL 26, 2019



### CALVARY CHAPEL OF JUPITER, INC.

D/B/A

CALVARY CHURCH

#### CLIENT PROFILE

Calvary Chapel of Jupiter began as a church plant of Calvary Chapel of Fort Lauderdale, and was founded in 1997 by Lead Pastor Dan Plourde and his wife, Cheryl. The church began worshipping in leased space at Jupiter High School and, in 2008, moved into its current sanctuary and preschool ministry location at 10100 West Indiantown Road (“10100 Building”). With future development in mind, in 2011, the church purchased the neighboring 6.82-acre vacant parcel of land at 10180 West Indiantown Road, on which it now plans to build its Next Step Ministry Center. In 2012, the church began leasing an additional building located at 10094 West Indiantown Road (“10094 Building”) for its administrative offices and elementary school ministry, which the church later purchased in September 2017.

In 2014, the church opened its “video venue” in the 10100 Building and added parking on the vacant parcel of land. Soon after, the church added a third Sunday worship service to accommodate for growth. The congregation grew from under 30 in attendance at its first service to over 790 in weekly adult attendance, plus over 240 in weekly children’s ministry attendance, as of December 31, 2018.

The church campus currently consists of three contiguous parcels of land. The 10094 Building sits on 0.34 acres



### \$15,400,000 | NEW CONSTRUCTION AND REFINANCING

Calvary Chapel of Jupiter, Inc. D/B/A Calvary Church | Jupiter, Florida

and contains 10,000 total square feet, with 5,000 square feet being used for administrative offices, including ten offices, two conference rooms, a kitchenette, a reception area, a copy room, and lobby. The remaining 5,000 square feet is being used for the elementary and student ministries, including six classrooms. The 10100 Building sits on 0.55 acres and is 15,000 square feet, with a 5,000-square-foot, 330-seat sanctuary auditorium and 10,000 square feet of space for the preschool ministry, including a 120-seat video venue room, a café, laundry room, storage space, three classrooms, two nurseries, and a media office. Upon completion of the construction project, the sanctuary, preschool ministry, and elementary ministry operations will move into the Next Step Ministry Center. The church has long-term plans to renovate the 10100 Building in order to move the administrative offices and student ministry operations from the 10094 Building into the 10100 Building, and then subsequently list the 10094 Building for sale.

The Next Step Ministry Center, upon completion, will consist of 35,000 square feet, to include a 750-seat auditorium, a welcome center for new guests, a resource

center with weekly teachings and other publications, and an expanded café space. The initial completed site work for the construction project included the addition of 215 paved parking spaces, resulting in a total of 435.

#### THE STIFEL TEAM

In April 2019, the church closed on a of course 25-year, fixed-rate financing package to be used to finance the construction of the Next Step Ministry Center and to refinance the church’s existing debt. 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 loan, 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.