



Lake Deaton United Methodist Church

Prepared by:

Lake Deaton United Methodist Church Thrift Store Team
in cooperation with various Lake Deaton Resource Teams



www.ColemanOaksThrift.com

Connecting with Lake Deaton’s Vision, Mission & Core-Values



Coleman Oaks Thrift Store & Coffee Shoppe is an outreach ministry of Lake Deaton United Methodist Church seeking to live out our Mission Statement in being “a Christ-centered community, worshiping and serving together and apart where...

the welcome is warm
faith grows
love becomes action,
and lives are changed.”

This outreach ministry is Lake Deaton’s heartfelt way to assist in making life better for those in need in our surrounding community and world. It focuses upon “relationships shifting from doing ministry *for* people to doing ministry *with* people.” (Core Value – Risk-taking Mission & Service)

THE PURPOSE OF THE THRIFT STORE & COFFEE SHOP IS TO....

Provide	Provide	Provide	Provide	Provide
Provide a personal and spiritual outreach for LDUMC to the larger community;	Provide opportunity to express God’s care and love through a <i>Second Chance Team</i> trained to help individuals and families in crisis and connect them with resource within our church and community;	Provide a revenue source to support mission work and the ministries of LDUMC;	Provide a receiving facility for people to donate goods and clothing to help people in the surround communities;	Provide an opportunity for people to volunteer to extend God’s love through relationships.

As an extension of the outreach ministry of LDUMC, the Thrift Store & Coffee Shoppe will be accountable to the Lake Deaton Mission/Outreach Ministry Team and, as all ministries of LD, fall under the supervision and authority of the Church Leadership through respective Teams and the Director of Mission & Outreach.


Business Description

The Thrift Shop is an extension of LDUMC which is incorporated as a nonprofit religious organization under laws of the United States and the state of Florida. It will operate under the direction of the Director of Missions and Outreach LDUMC.

The Thrift Shop will employ full-time and part-time employees but will be staffed primarily with volunteers. Initial employees will be one Manager and one Assistant Manager. Additional employees, such as delivery/pickup drivers and maintenance custodial staff will be considered as growth occurs and profits increase. Most operating staff of the Thrift Shop will be volunteers.

**HOW CAN WE MAKE THIS HAPPEN?
WHAT IS OUR FINANCIAL GOAL**

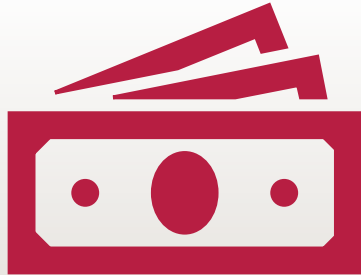
1.9 – 2.2 million to cover all expenses including land purchase and development, construction, pre - construction costs, internal and external preparation, and opening operational costs and 6 months operating expenses. Once engineering is completed, we will have the final construction and land development costs.



What will the Thrift Store and Coffee Shop do with revenue over operating expenses?

Until all debt retirement, all income over expenses will go towards paying off the debt. After debt retirement, the LEAD Team will determine the percentage of additional revenue that will go to support Outreach and Mission at Lake Deaton U.M. Church as we impact the local, regional, and global communities AND the percentage of additional revenue will go to LD U.M. Church. This will enable LD to pay down its existing mortgage and support our ministries much faster than anticipated.

THE SOONER THE THRIFT STORE & COFFEE SHOP IS CONSTRUCTED AND LAUNCHED, THE SOONER SIGNIFICANT FUNDS WOULD BE AVAILABLE TO SUPPORT AND GROW THE MISSION & MINISTRY OF LAKE DEATON IN THE COMMUNITY AND THROUGHOUT THE WORLD.



- With the initial analysis, projected income for the first year would be a minimum of \$300,000 after expenses which would be available for debt reduction & ministry.
- Even with no growth, over a threeyear period \$1,030,686 would be available! With conservative growth plan, \$1,969,708 would be available over 5 years
- In many cases, a church borrows to construct or do something that has no financial return. In this scenario, borrowing only enhances the church's longterm financial status and ability to retire all debt sooner.
- To wait 1-3 years to begin construction would mean losing significant revenue (\$1,030,586) and incur major additional construction costs. (10-30%)

Anticipated Revenue:

Income projections are based on studies of surrounding Thrift Stores. A neighboring Thrift Store of comparable size to the Coleman Oaks Thrift Store & Coffee Shop total income for 2022 was as follows:

Total Income	\$1,178,000	(average monthly income - \$98,167)
Total Expenses	\$ 410,916	(average monthly expense - \$34,243)
Net Asset	\$ 767,084	(average monthly net income) - \$63,924)

Sales Forecast For Coleman Oaks:

For the first year we will need to track real costs. Sales projections show the cyclical trends of seasonal/holiday spending and post-holiday frugality. We have projected a net asset of \$293,540 for year 1 to use for debt retirement. 1. Adding a 20% increase in operating expenses each year and a \$10,000/month increase in sales, these are the projections through year 5.

Year 1 -	Monthly Revenue - \$30,000/\$50,000	Yearly Debt Retirement - \$293,540
Year 2 -	Monthly Revenue - \$50,000	Yearly Debt Retirement – \$328,248
Year 3 -	Monthly Revenue - \$60,000	Yearly Debt Retirement –\$393,908
Year 4 -	Monthly Revenue - \$70,000	Yearly Debt Retirement – \$448,690
Year 5 -	Monthly Revenue - \$80,000	Yearly Debt Retirement - \$490,427
		Total: \$1,954,813 to debt retirement

What will the Thrift Store and Coffee Shop do with revenue over operating expenses?

Until all debt retirement, all income over expenses will go towards paying off the debt. After debt retirement, our LEAD Team is working to develop a formula where a percentage of additional revenue will go to support Outreach and Mission at Lake Deaton U.M. Church as we impact the local, regional, and global communities. And a percentage of additional revenue will go to LD U.M. Church. This will enable LD to pay down it existing mortgage and support our ministries much faster than anticipated.





Location....Location...Location

Location...location...location.

Coleman Oaks Thrift Store & Coffee Shop will be located on 2.6 acres on Route 301.....

This area is already growing, and the Master Plan for Coleman is to become one of Florida's Destination Towns with shops, restaurants, and other amenities. The County is already changing the road structures to accommodate this expanding growth. Our location will be in the center of this growth serving the surrounding Coleman community, Wildwood, and The Villages.



Map of bypass and road improvements in Coleman area.
← indicates approximate location of the Thrift Store.

Proposal For Raising Capital and launching the Coleman Oaks Thrift Store & Coffee Shop

“Invest in the Future”

CAPITAL REVENUE NOTES -



**Lake Deaton United Methodist Church
Capital Revenue Note
Series 2024**

Note No.: _____

Amount of Note: _____ Date of Note Issuance: _____ Term: _____

Lake Deaton United Methodist Church, 8000 Wesleyan Way, Williston, Florida and its Board of Trustees promises to pay to the order of (NAME), (\$AMOUNT), on (DATE OF REDEMPTION).

Lake Deaton United Methodist Church will accrue simple interest on each successive (DATE) up to and including the maturity date at the rate of (PERCENT) percent per annum. All accrued interest will be paid on (DATE OF REDEMPTION).

For Value Received

(Cash)

_____ Board of Trustees _____ Board of Trustees

Date: _____

For Church Use Only

Date of Redemption: _____
Amount of Redemption: \$ _____

 This Note is not transferable. Any transfer or attempt to transfer the Note is void and will not be recognized by the Lake Deaton United Methodist Church.

INVEST IN THE FUTURE"
CAPITAL REVENUE NOTES -
RATE: 4% INTEREST SLIGHTLY
LOWER THAN WHAT CDS ARE
CURRENTLY PAYING FOR 35
YEARS.(AVERAGE 4.5-5%)

Proven method used in other churches. Jonathan has considerable experience with these from previous churches.

Simple Interest – 4% per year.

E.g. If you invest \$20,000 for 3 years, you earn \$800 each year. At the end of 3 years, you would have earned \$2,400 interest.

Repayment potential - \$22,400



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How Do Capital Revenue Notes (CRN) Work?

Everyone will be invited to participate as all investments are important to accomplish our goal no matter the amount. It functions like a commercial CD – Certificates of Deposit.

Payback loans - At the end of the designated year of CRN, (E.g., 2 years; 3 years or 4-year CRN) donors will be notified within 60 days prior to the end date that loans are to be repaid. At that time, donors can:

1. Re-invest for additional years at the specified interest rate at that time with the stipulation that there is *no penalty for pre-payment by the church*.
2. Receive 100% payment of loan and interest.
3. Receive payment of loan and donate interest to debt retirement
4. Donate any portion of the loan to debt retirement.

**In the event of an unexpected hardship, the donor will be able to request earlier payment of their loan.

How can we adequately fund this through investments?

- Lake Deaton has 469 individuals/households that contribute between \$1,200 – \$50,000 yearly.
- **How much should I/we invest?** - In proportion to your ability and faith. The LEAD Team and Finance Resource Team have agreed to launch an investment opportunity for our members and friends that will benefit both our members and the project saving Lake Deaton tens of thousands of dollars in interest costs.
- **Investments are legal and guaranteed by Lake Deaton.**

Target Goals for Members & Friends of Lake Deaton		
Number Contributors	Amount	Total
8 or more	\$50,000	\$ 400,000.00
50 or more	\$20,000	\$ 1,000,000.00
40 or more	\$10,000	\$ 400,000.00
50 or more	\$5,000	\$ 250,000.00
50 or more	\$2,500	\$ 75,000.00
50 or more	\$1000 - \$1500	\$ 75,000.00
100 or more	\$500	\$ 50,000.00
Total Investors - 328 Individuals/Family Units		\$ 2,250,000.00

Invest in Lake Deaton's Future

Promise Card - Potential investors should complete the Invest in the Future Promise Card. **Place cards in an envelope with your name on the front and Thrift store and bring to the church office. Please indicated the Date you plan to invest.**

It is important to (x) the term , (E.g., 2 years; 3 years or 4-year CRN). Investors should receive the signed and stamped CRN within 14 days after Lake Deaton has received the funds. This allows Lake Deaton to effectively manage funds needed for construction and payback of investment funds.



Lake Deaton United Methodist Church

INVEST IN THE FUTURE

An Investment Campaign to launch the *Coleman Oaks Thrift Store and Coffee Shop*

To honor God and INVEST IN THE FUTURE of Lake Deaton U.M. Church, I/We promise to invest _____ Dollars at 4% simple interest yearly for [v check number of years of your investment];

- 2-year Capital Revenue Note 3-year Capital Revenue Note 4-year Capital Revenue Note

Date you plan to invest: _____

Name: _____

Address: _____

Email: _____ Phone _____



Appendix Materials


Location...location...location.



Coleman Oaks Thrift Store & Coffee Shop will be located on 2.6 acres on Route 301..... This area is already growing, and the Master Plan for Coleman is to become one of Florida's Destination Towns with shops, restaurants, and other amenities. The County is already changing the road structures to accommodate this expanding growth. Our location will be in the center of this growth serving the surrounding Coleman community, Wildwood, and The Villages.

What will be included in our costs? Some of the monthly expenses will be as follows:

- ✓ Debt/mortgage payments for land and
- ✓ construction/start-up costs
- ✓ Utilities
- ✓ Insurance
- ✓ Lawn Care & Maintenance
- ✓ Security System
- ✓ Cleaning Service
- ✓ Church payroll/financial system
- ✓ Dumpster/trash removal
- ✓ Pest Control
- ✓ Administration – Director of Mission/Outreach, Manager and Assistant Manager as business progresses
- ✓ Bank/Credit Card Fees
- ✓ Office/Store Supplies
- ✓ Coffee Shop Supplies

COLEMAN OAKS PRE-LAUNCH EQUIPMENT & FURNISHINGS			
			
TELEPHONE SYSTEM			\$2,000.00
SOUND SYSTEM			\$3,000.00
SECURITY SYSTEM			\$6,500.00
LIGHTING			\$5,800.00
DISPLAY HARDWARE			\$75,000.00
STORAGE HARDWARE			\$2,500.00
SAFE(S)			\$300.00
POS SYSTEM			\$4,500.00
16' BOX TRUCK WITH LIFT			\$45,000.00
CLEANING/MAINTENANCE			\$1,200.00
2 DESKS			\$500.00
REFRIGERATOR (BREAKROOM)			\$100.00
MICROWAVE (BREAKROOM)			\$100.00
COFFEE STATION (BREAKROOM)			\$100.00
COFFEE SHOP EQUIPMENT			\$5,500.00
SHOPPING CARTS			\$3,000.00
	SUBTOTAL		\$155,100.00

Coleman Oaks Thrift Store & Coffee Shop Policies & Procedures for CRN - Capital Revenue Notes

1. Minimum investment amount will be \$500. Notes will be issued for terms of 2, 3, or 4 years.
2. Certificate date will be the date of investment (i.e.; the date of the check or transfer received by Lake Deaton UMC).
3. Certificates will be sequentially numbered beginning with 1.
4. Certificates are legal documents and will have an actual signature of a Trustee and Finance Manager instead of a facsimile signature. Certificates will have the church's official seal embossed on it.
5. Multiple notes may be issued to an individual investor(s).
6. Lake Deaton United Methodist Church will accrue simple interest on each successive YEAR up to and including the maturity date at the rate of 4% per annum. All accrued interest will be paid on DATE OF REDEMPTION.
7. Hardship withdrawals will be allowed. If a hardship withdrawal is necessary, the investor(s) should make a request in writing to Jonathan Baker, Director of Mission & Outreach. The Director will work with the Pastors for final approval and return of investment.

Early redemptions will have interest accrued and paid up to the date of redemption.

8. At the end of the designated year of CRN, (E.g., 2 years; 3 years or 4-year CRN) investors will be notified within 60 days prior to the end date that loans are to be repaid. At that time, donors can:
 - a. Re-invest for additional years at the specified interest rate at that time with the stipulation that there is *no penalty for pre-payment by the church*.
 - b. Receive 100% payment of loan and interest.
 - c. Receive payment of loan and donate interest to debt retirement

- d. Donate any portion of the loan to debt retirement.
- e. If Coleman Oaks Thrift Store no longer has a debt, donate any portion of the interest or loan to Lake Deaton U.M. Church.

Coleman Oaks Projected 1st Year Budget

COLEMAN OAKS PROJECTED OPERATING BUDGET													
	2025												
INCOME *	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	ANNUAL
THRIFT	30000	35000	35000	40000	40000	45000	45000	50000	50000	50000	50000	50000	520000
COFFEE	300	400	400	400	400	400	400	400	400	400	400	400	4700
EXPENSES	*a	*b	*c	*d									
SALARIES & BENEFITS	5,800	5,800	9,250	9,250	10,900	10,900	13,400	13,400	13,400	13,400	13,400	13,400	132,300
ELECTRIC	700	600	800	800	800	800	800	800	700	700	600	600	8,700
WATER/SEWER	250	250	250	250	250	250	250	250	200	200	200	200	2,800
SECURITY	220	220	220	220	220	220	220	220	220	220	220	220	2,640
PEST CONTROL	200	200	200	200	200	200	200	200	200	200	200	200	2,400
LAWN SERVICE	350	350	350	350	350	350	350	350	350	350	350	350	4,200
EXPENDABLE SUPPLIES		800	800	800	800	800	800	800	800	800	800	800	8,800
INSURANCE	600	600	600	600	600	600	600	600	600	600	600	600	7,200
ADVERTISING	400	400	400	100	100	100	100	100	100	100	100	100	2,100
CASH RESERVE	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
TRASH SERVICE	210	210	210	210	210	210	210	210	210	210	210	210	2,520
CREDIT CARD SERVICE	800	800	800	800	800	800	800	800	800	800	800	800	9,600
TECHNOLOGY SUPPORT	400	400	400	400	400	400	400	400	400	400	400	400	4,800
VEHICLE MAINTENANCE	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	14,400
SUBTOTAL EXPENSES	13130	13830	17480	17180	18830	18830	21330	21330	21180	21180	21080	21080	226,460
LOAN SERVICE	16870	21170	17520	22820	21170	26170	23670	28670	28820	28820	28920	28920	293,540
TOTAL OUTFLOW	30000	35000	35000	40000	40000	45000	45000	50000	50000	50000	50000	50000	520,000
	*a	Missions/Outreach Coordinator (\$50k)											
		Finance Asst (\$20.4k)											
	*b	Thrift Shop Manager (\$40k)											
	*c	Thrift Shop Assistant Manager (\$20k)											
	*d	Driver/Facilities Manager (\$30k)											