

**SAINTS PETER AND PAUL  
CATHOLIC CHURCH**  
Collinsville, Illinois

**Pre-Campaign Feasibility Study  
Report and Recommendations**



**December 2, 2008**

Presented by:  
**Cargill Associates, Inc.**  
**Fort Worth, Texas**



December 2, 2008

Father John Beveridge  
Saints Peter and Paul Catholic Church  
207 Vandalia  
Collinsville, Illinois 62234

Dear Father Beveridge:

The opportunity to conduct a Pre-Campaign Feasibility Study for Saints Peter and Paul Catholic Church has been a distinct privilege and pleasure. The Cargill Associates staff members conducting the study were graciously received by those interviewed. We wish to express appreciation to those who gave counsel and assistance in assembling the necessary information used in preparation for the Pre-Campaign Feasibility Study.

This report is based on **31** leadership interview participants and parishioner questionnaires from **480** respondents. Also included is a thorough analysis of registrants, attendance, and giving trends for the last five years.

The recommendations presented are sound and in keeping with professional principles and experience.

Sincerely yours,

A handwritten signature in black ink that reads "Pat Graham". The signature is fluid and cursive, with a long horizontal flourish at the end.

Malcolm "Pat" Graham  
President

MPG/lab  
Enclosure: Pre-Campaign Feasibility Study



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# I. Introduction

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## A. History

Founded in 1856, Saints Peter and Paul Catholic Church has an extensive history of providing Christian ministry to Collinsville, Illinois. Its mission calls the parishioners:

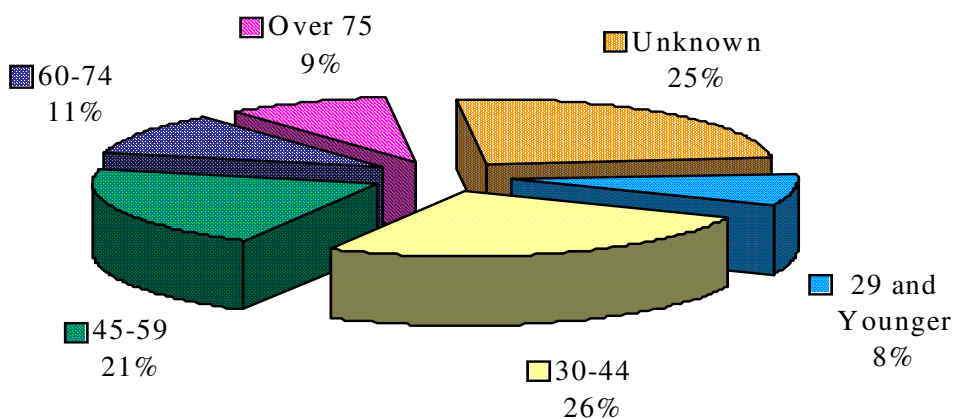
*To build a spiritual home for everyone.*

Saints Peter and Paul Catholic Church offers one Saturday Mass service, two Sunday Mass services as well as one additional weekday service. Religious Education classes are provided for the children and youth. Well-attended music, youth, small group and 'Why Catholic' ministries are also available. (The parish's average attendance and registrants are illustrated in graphs on the following pages.)

As the parish celebrates its 152<sup>nd</sup> year of ministry, it continues to respond to the changing needs of the parishioners and community. This study was commissioned to evaluate the potential of raising funds for church enhancements, parish center/office enhancements, and school improvements.

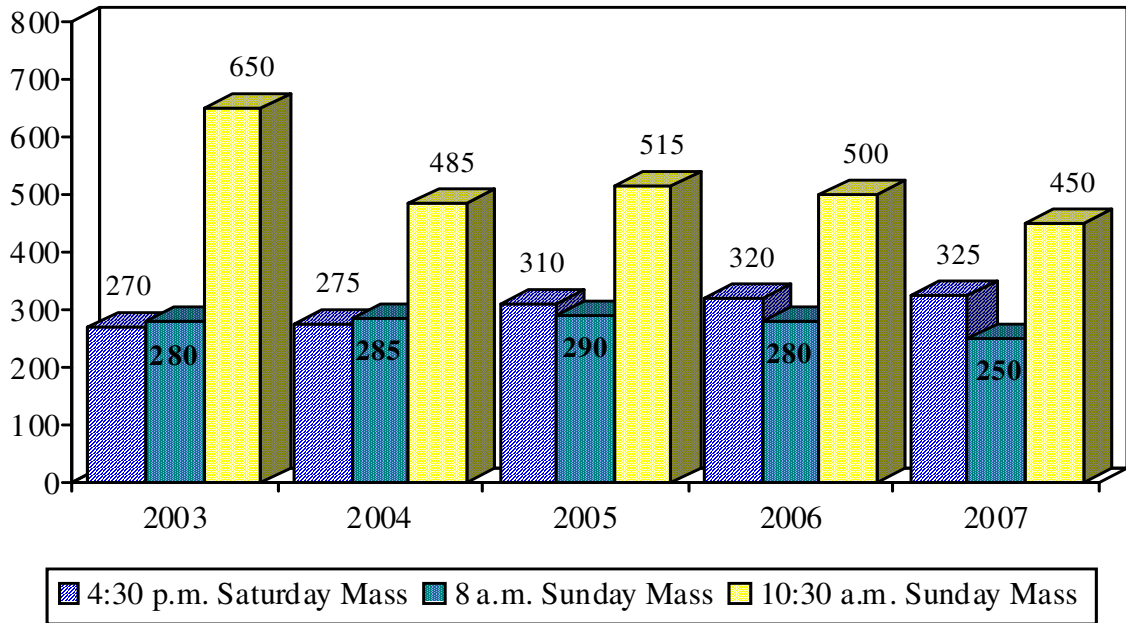
## B. Parish Statistics

1. The following graph illustrates the age profile of the parishioners.



2. Information about Mass attendance for the past five years is reflected in the following graph:

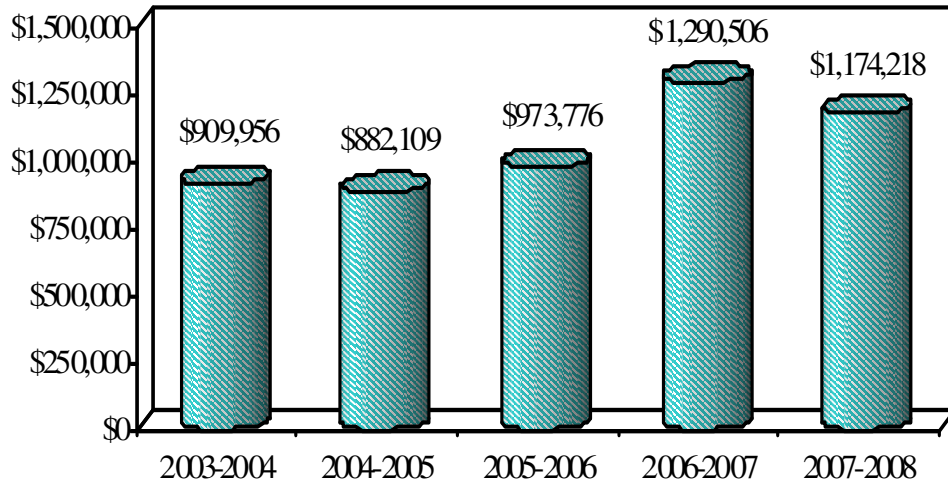
*Mass Attendance*



C. **Review of Financial Trends**

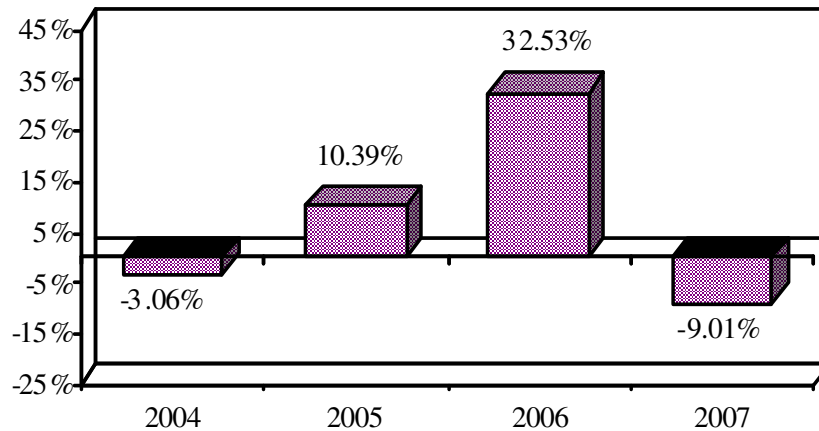
1. Offertory giving for the past five years:

*Offerings*



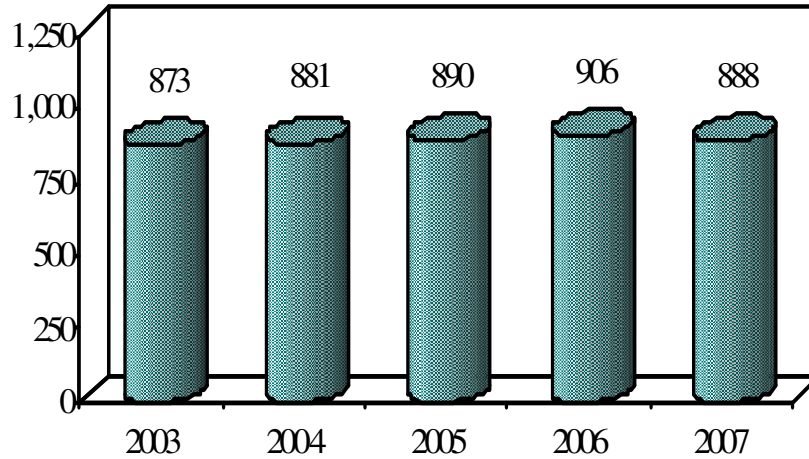
2. Annual percentage increases/decreases of offertory giving for the past four years:

*Percentage Increase/Decrease*



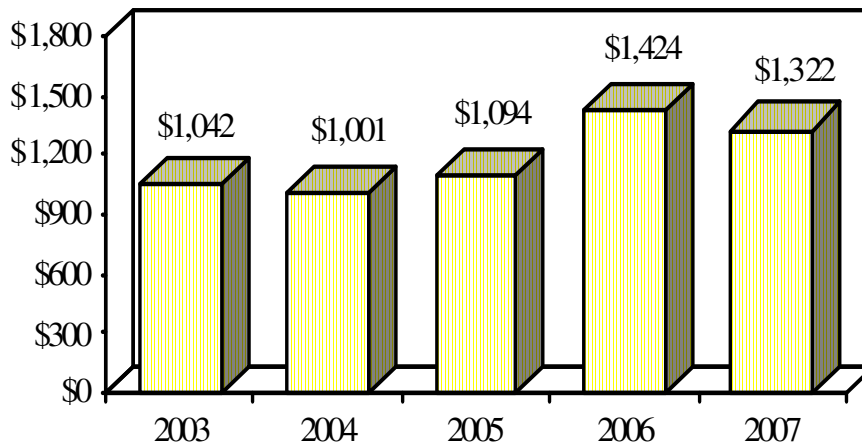
3. Participating giving units for the past five years:

*Participating Giving Units*



4. Average annual offerings per participating giving unit for the past five years:  
*(Please see the Offertory Analysis section for further comment on giving patterns.)*

*Average Annual Contributions*



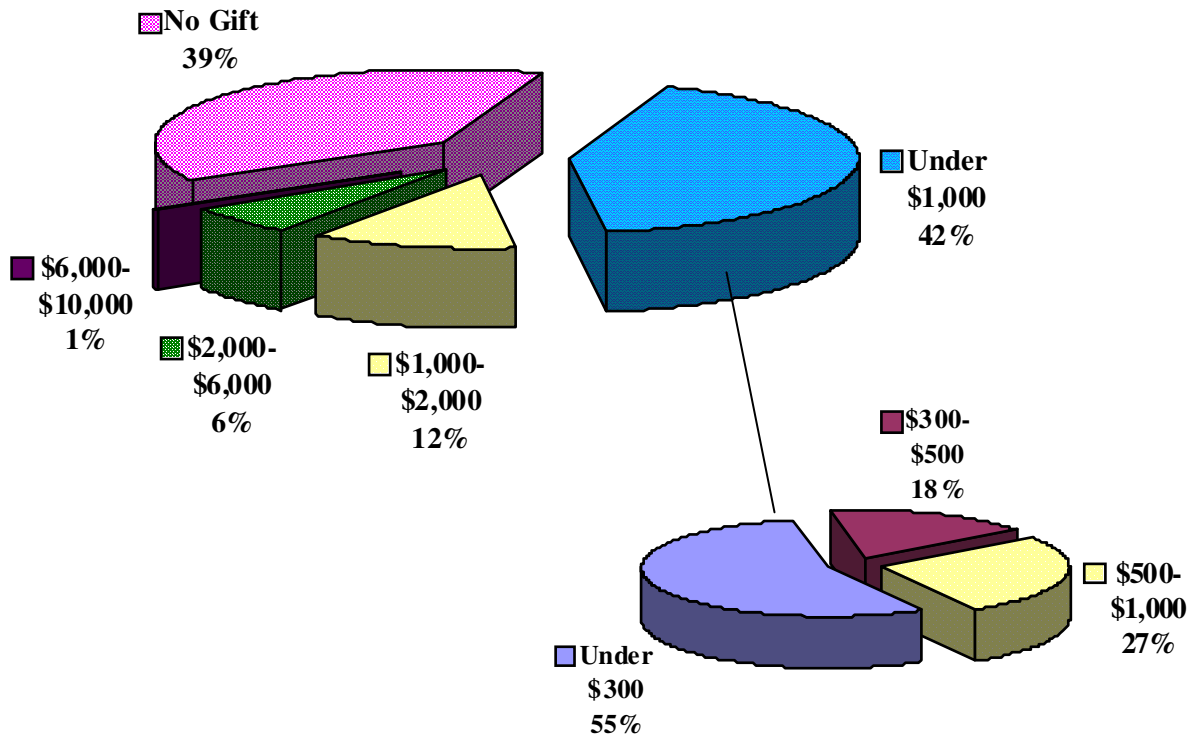
**D. Offertory Analysis**

Analysis of recorded giving units in 2007 shows the following patterns:

- The parish had **1,453** potential giving units.
- Eight hundred eighty-eight (888) units (61% of potential giving units) participated in giving. These units gave **\$865,296**.
- Five hundred sixty-five (565) units (39% of potential giving units) made no registered gift.
- Six hundred sixteen (616) giving units (42% of potential giving units) gave less than \$1,000.
- One hundred sixty-eight (168) giving units (12% of potential giving units) gave \$1,000 to \$2,000.
- Ninety-two (92) giving units (6% of potential giving units) gave \$2,000 to \$6,000.
- Eight (8) giving units (1% of potential giving units) gave \$6,000 to \$10,000.
- Four (4) giving units (0.3% of potential giving units) gave over \$10,000.

*(Percentages less than one will not be shown on the following graph.)*

Offertory Analysis



## II. Determination of Priority and Potential

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Saints Peter and Paul Catholic Church has approved a program to assess support for raising funds for facility needs. Specific priorities, with an estimated cost of **\$9,900,000**, have been identified. Planning has begun to address these issues. Cargill Associates has been retained to determine the feasibility of this plan.

This plan includes:

- Church Enhancements
- Parish Center/Office Enhancements
- School Improvements

A total of **31** leadership interviews were conducted. For most questions, the response base is **31**, since responses of both spouses were counted when both were interviewed. Questions regarding support and giving have a response base of **21** to represent a giving household unit.

The response base of the parishioner questionnaire phase of the Pre-Campaign Feasibility Study is **480**. Questions regarding support and giving have a response base of **355** to represent a giving household unit.

A total of **376** households responded to the survey. Twenty-one (100%) interviewed households and three hundred thirty-one (93%) parishioner respondent households represent **42%** of the **888** households that presently participate in giving. This percentage represents a participation level consistent with Cargill's experience of conducting surveys of this nature with parishes of similar size.

For both phases of the study, individuals responded to a series of questions concerning parish relationship status, awareness levels, personal involvement, and future parishioner needs. Respondents offered comments to some questions. The comments are summarized by listing the most frequently noted statements. The results from both the parishioner questionnaire and the leadership interviews are published in this report.

# III. Compilation of Responses

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## Leadership Interviews and Parishioner Questionnaires

### A. Relationship

1. *Ninety-four percent (29) of those interviewed and seventy-three percent (352) of questionnaire respondents have been attending Mass at Saints Peter and Paul Catholic Church for 16 years or longer.*

<u>Category</u>	<u>Leadership Interviews</u>	<u>Parishioner Questionnaires</u>
0-5 years	2 (6%)	50 (11%)
6-10 years	0 (0%)	39 (8%)
11-15 years	0 (0%)	39 (8%)
16 years or longer	29 (94%)	352 (73%)
No response	<u>0</u> (0%)	<u>0</u> (0%)
<b>Total</b>	<b>31</b>	<b>480</b>

2. *Seventy-four percent (23) of those interviewed and seventy-six percent (364) of questionnaire respondents attend Mass weekly.*

<u>Category</u>	<u>Leadership Interviews</u>	<u>Parishioner Questionnaires</u>
Daily	7 (23%)	18 (4%)
Weekly	23 (74%)	364 (76%)
2-3 times a month	1 (3%)	39 (8%)
Once a month	0 (0%)	11 (2%)
Several times a year	0 (0%)	22 (4%)
Rarely, if ever	0 (0%)	24 (5%)
No response	<u>0</u> (0%)	<u>2</u> (1%)
<b>Total</b>	<b>31</b>	<b>480</b>

3. *Forty-nine percent (15) of those interviewed are between the ages of 45 and 59 and thirty-two percent (156) of questionnaire respondents are between the ages of 60 and 74.*

<u>Category</u>	<u>Leadership Interviews</u>	<u>Parishioner Questionnaires</u>
18 and under	0 (0%)	0 (0%)
19-29	0 (0%)	9 (2%)
30-44	0 (0%)	84 (17%)
45-59	15 (49%)	125 (26%)
60-74	10 (32%)	156 (32%)
75 and up	6 (19%)	104 (22%)
No response	<u>0</u> (0%)	<u>2</u> (1%)
<b>Total</b>	<b>31</b>	<b>480</b>

**B. Perspective**

4. *Ninety-four percent (29) of those interviewed and fifty-two percent (249) of questionnaire respondents indicated feelings of moderately high to very high enthusiasm about the programs and ministries of Saints Peter and Paul Catholic Church.*

<u>Category</u>	<u>Leadership Interviews</u>	<u>Parishioner Questionnaires</u>
Very high enthusiasm	12 (39%)	52 (11%)
Moderately high enthusiasm	17 (55%)	197 (41%)
Moderately low enthusiasm	2 (6%)	123 (26%)
Very low enthusiasm	0 (0%)	36 (7%)
No opinion	0 (0%)	69 (14%)
No response	<u>0</u> (0%)	<u>3</u> (1%)
<b>Total</b>	<b>31</b>	<b>480</b>

5. *Ninety-four percent (29) of those interviewed and ninety-four percent (448) of questionnaire respondents indicated the parish communicates well to very well with the parishioners involving events, plans, and programs.*

<u>Category</u>	<u>Leadership Interviews</u>	<u>Parishioner Questionnaires</u>
Very well	21 (68%)	219 (46%)
Well	8 (26%)	229 (48%)
Not well at all	2 (6%)	22 (4%)
No response	<u>0</u> (%)	<u>10</u> (2%)
<b>Total</b>	<b>31</b>	<b>480</b>

6. *Forty-nine percent (15) of those interviewed and forty-eight percent (230) of questionnaire respondents indicated Saints Peter and Paul Catholic Church meets its current financial obligations with occasional difficulty.*

<u>Category</u>	<u>Leadership Interviews</u>	<u>Parishioner Questionnaires</u>
Very well	1 (3%)	24 (5%)
With occasional difficulty	15 (49%)	230 (48%)
Not well at all	9 (29%)	67 (14%)
Does not know	6 (19%)	153 (32%)
No response	<u>0</u> (0%)	<u>6</u> (1%)
<b>Total</b>	<b>31</b>	<b>480</b>

7. *Sixty-seven percent (21) of those interviewed and forty-eight percent (230) of questionnaire respondents indicated adequate information is available about the handling and allocation of parish funds.*

<u>Category</u>	<u>Leadership Interviews</u>	<u>Parishioner Questionnaires</u>
Yes	21 (67%)	230 (48%)
Only when asked for	4 (13%)	52 (11%)
No	3 (10%)	78 (16%)
No opinion	3 (10%)	111 (23%)
No response	<u>0</u> (0%)	<u>9</u> (2%)
<b>Total</b>	<b>31</b>	<b>480</b>

8. *Eighty-two percent (25) of those interviewed and eighty-six percent (411) of questionnaire respondents indicated Saints Peter and Paul Catholic Church teaches stewardship as the giving of time, talent, and money.*

<u>Category</u>	<u>Leadership Interviews</u>	<u>Parishioner Questionnaires</u>
Yes	25 (82%)	411 (86%)
No	2 (6%)	6 (1%)
Does not know	2 (6%)	57 (12%)
No response	<u>2</u> (6%)	<u>6</u> (1%)
<b>Total</b>	<b>31</b>	<b>480</b>

9. *The following are perceived to be the parish's greatest strengths:*

<b><u>Leadership Interviews</u></b>	<b><u>Responses</u></b>	<b><u>Parishioner Questionnaires</u></b>	<b><u>Responses</u></b>
Music/Mass/Liturgies	25	Music/Mass/Liturgies	271
Youth Programs	15	Parish Staff	232
Parish Staff	12	Youth Programs	224
Adult Faith Programs	11	School Programs	217
School Programs	11	Religious Education Programs	155
Religious Education Programs	8	Adult Faith Programs	114
Building and Facilities	5	Building and Facilities	78
Leadership Training and Development	5	Missions and Outreach Programs	55
Other	3	Leadership Training and Development	41
Missions and Outreach Programs	2	Other	16

Other (Leadership Questionnaire)

- Leadership of Father John (3)

Other (Parishioner Questionnaire)

- Catholic Faith
- Dedicated Parishioners
- Dedicated Pastor (2)
- Father John (2)
- Parishioners (7)
- Priests are Personable
- Scouts (2)

10. *The following are suggested areas, which need to be improved or expanded:*

<b><u>Leadership Interviews</u></b>	<b><u>Responses</u></b>	<b><u>Parishioner Questionnaires</u></b>	<b><u>Responses</u></b>
Building and Facilities	25	Building and Facilities	253
Missions and Outreach Programs	14	School Programs	110
Leadership Training and Development	9	Parish Staff	97
Adult Faith Programs	8	Missions and Outreach Programs	91
Youth Programs	5	Leadership Training and Development	86
Parish Staff	4	Music/Mass/Liturgies	81
School Programs	4	Youth Programs	76
Music/Mass/Liturgies	3	Adult Faith Programs	73
Other	3	Religious Education Programs	66
Religious Education Programs	3	Other	15

Other (Leadership Questionnaire)

- Clerical Staff, Maintenance of Facilities
- Sound System (2)

Other (Parishioner Questionnaire)

- Additional Clergy to Help Father John
- Church Acoustics, the First Organ is Played too Loudly
- Community Service Programs for All People, Not Just Catholics
- Cry Room
- Fellowship, Social Activities to Draw in Younger Couples (2)
- Mass Attendance (2)
- Music for School Children at Mass, the Children's Leader Needs Help, Need Possibly Two to Three School Age Choirs
- Parishioners (3)
- Programs Not Related to Fundraising
- Sermons and Length of Mass
- Spirit, Mass is Boring

11. Priority Need

*One hundred percent (31) of those interviewed and eighty-three percent (397) of questionnaire respondents ranked the funding needs. Individuals ranked the priorities being considered according to their perception of the parish's needs.*

**Leadership Interviews**

<u>Rank</u>	<u>Average Ranking</u>	
1	1.68	School
2	1.77	Church
3	2.55	Parish Center/Office

**Parishioner Questionnaires**

<u>Rank</u>	<u>Average Ranking</u>
1	1.56
2	2.61
3	2.64

*Average Ranking (weighted average) of all Respondents:*

<u>Rank</u>	<u>Average Ranking</u>	
1	1.57	School
2	2.55	Church
2	2.63	Parish Center/Office

**Cargill Associates tested for an overall funding need of \$3,000,000 to \$6,000,000 or more in a three-year Capital Stewardship Program above giving to the annual offertory.**

12. *Sixty-four percent (20) of those interviewed and sixty percent (288) of questionnaire respondents considered \$3,000,000 to \$4,000,000 to be attainable.*

<u>Category</u>	<u>Leadership Interviews</u>	<u>Parishioner Questionnaires</u>
\$6,000,000 or more	0 (0%)	13 (3%)
\$5,000,000 to \$6,000,000	3 (10%)	16 (3%)
\$4,000,000 to \$5,000,000	7 (23%)	66 (14%)
\$3,000,000 to \$4,000,000	20 (64%)	288 (60%)
No response	<u>1</u> (3%)	<u>97</u> (20%)
<b>Total</b>	<b>31</b>	<b>480</b>

C. **Support**

TO AVOID DUPLICATE RESPONSES, ONLY ONE RESPONSE PER FAMILY WAS GIVEN FOR THE FOLLOWING QUESTIONS - 13 THRU 19:

**Twenty-one (21)** households are represented in the following Leadership Interview responses. **Three hundred fifty-five (355)** households are represented in the following Parishioner Questionnaire responses.

13. *One hundred percent (21) of those interviewed and ninety-three percent (331) of questionnaire respondents participate in the financial support of Saints Peter and Paul Catholic Church.*

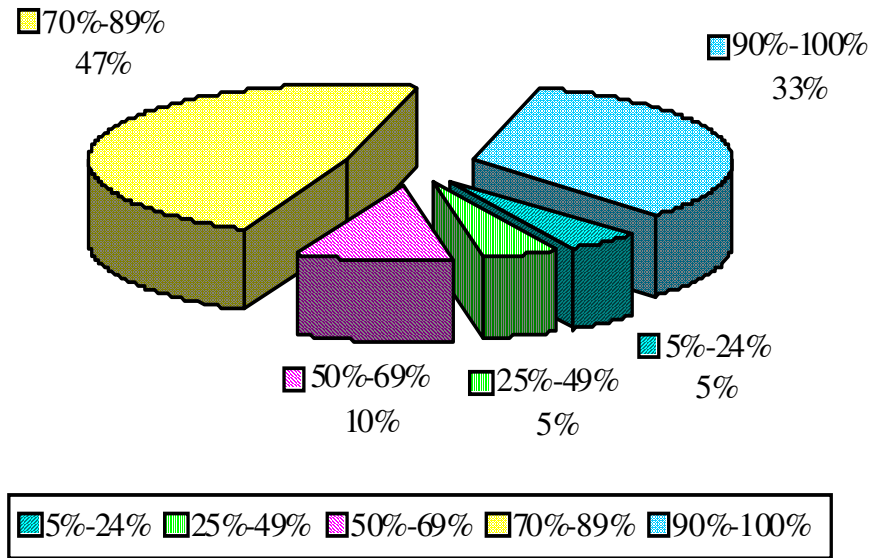
<b><u>Category</u></b>	<b><u>Leadership Interviews</u></b>	<b><u>Parishioner Questionnaires</u></b>
Yes	21 (100%)	331 (93%)
No	0 (0%)	18 (5%)
No response	<u>0</u> (0%)	<u>6</u> (2%)
<b>Total</b>	<b>21</b>	<b>355</b>

14. *Forty-eight percent (10) of those interviewed indicated giving decisions are based on a dollar amount and fifty-five percent (191) of questionnaire respondents indicated giving decisions are based on what is affordable.*

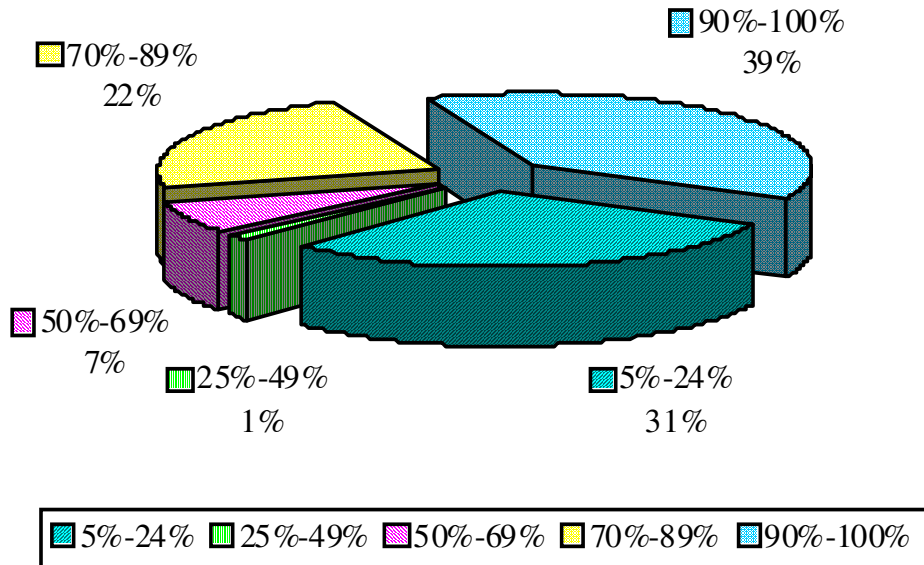
<b><u>Category</u></b>	<b><u>Leadership Interviews</u></b>	<b><u>Parishioner Questionnaires</u></b>
10% or more of income	5 (24%)	14 (4%)
A percentage of income	3 (14%)	24 (6%)
A dollar amount	10 (48%)	120 (34%)
What they can afford	3 (14%)	191 (55%)
No response	<u>0</u> (0%)	<u>6</u> (1%)
<b>Total</b>	<b>21</b>	<b>355</b>

15. Each household was asked to estimate what percentage of total giving to charitable causes was directed to Saints Peter and Paul Catholic Church. The following reflects estimated percentages:

*Leadership Interviews*



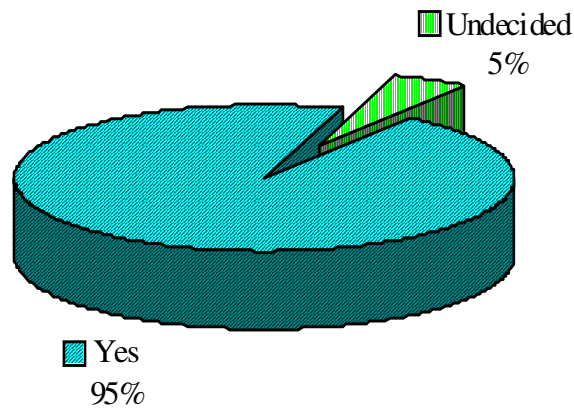
*Parishioner Questionnaires*



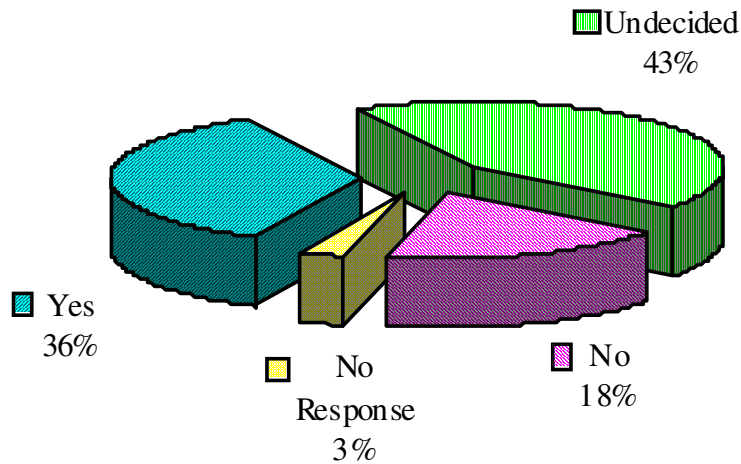
16. *Ninety-five percent (20) of those interviewed and thirty-six percent (126) of questionnaire respondents will consider a personal gift to support a Capital Stewardship Program by means of a three-year commitment above giving to the annual offertory. Forty-three percent (152) of questionnaire respondents are undecided at this time.*

<u>Category</u>	<u>Leadership Interviews</u>	<u>Parishioner Questionnaires</u>
Yes	20 (95%)	127 (36%)
No	0 (00%)	66 (18%)
Undecided	1 (5%)	152 (43%)
No response	0 (0%)	10 (3%)
<b>Total</b>	<b>21</b>	<b>355</b>

*Leadership Interviews*



*Parishioner Questionnaires*



17. *Twenty-four percent (5) of those interviewed and one percent (5) of questionnaire respondents expressed an interest in other methods of giving, such as non-cash gifts-in-kind, stocks or bonds, real estate, life insurance policies, charitable trusts, etc.*

<u>Category</u>	<u>Leadership Interviews</u>	<u>Parishioner Questionnaires</u>
Yes	5 (24%)	5 (1%)
No	15 (71%)	281 (79%)
Undecided	1 (5%)	53 (15%)
No response	<u>0</u> (0%)	<u>16</u> (5%)
<b>Total</b>	<b>21</b>	<b>355</b>

18. Three-Year Giving Responses

Each household was given an opportunity to respond to questions regarding personal financial potential in relation to the proposed Capital Stewardship Program. These responses do not include participants who indicated they were undecided about contributing to a Capital Stewardship Program.

*Leadership Interviews:*

*The following reflects self-perceived gift responses totaling \$350,600.*

	<u>Responses</u>
\$150,000	1
\$25,000	1
\$15,000	4
\$10,000	9
\$9,000	1
\$5,000	2
\$3,600	1
\$3,000	<u>1</u>
<b>Total</b>	<b>20</b>

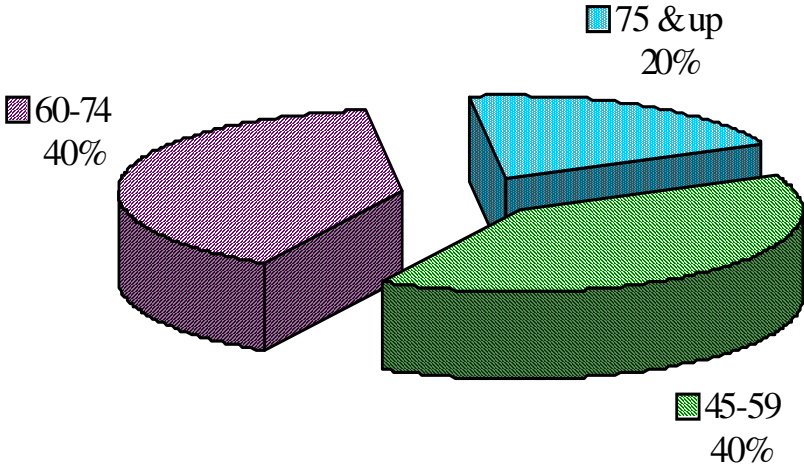
*Parishioner Questionnaires:*

*The following 112 self-perceived gift responses represent \$394,981 in gifts. Signed questionnaires accounted for \$368,121 of that total. Unsigned questionnaires totaled \$26,860.*

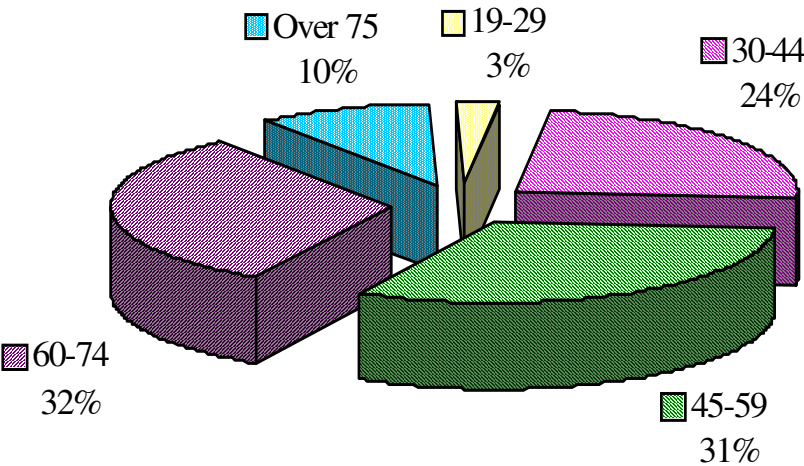
	<b><u>Signed Responses</u></b>	<b><u>Unsigned Responses</u></b>	<b><u>Total</u></b>
\$50,000	1	0	1
\$25,000	1	0	1
\$15,000	1	0	1
\$10,000	4	0	4
\$8,100	1	0	1
\$5,000	14	1	15
\$3,600	1	0	1
\$3,000	38	5	43
\$2,880	1	0	1
\$2,500	1	0	1
\$2,000	4	0	4
\$1,800	3	1	4
\$1,500	6	2	8
\$1,200	1	0	1
\$1,000	6	1	7
Less than \$1,000	<u>16</u>	<u>3</u>	<u>19</u>
<b>Total</b>	<b>99</b>	<b>13</b>	<b>112</b>

*DNI: Fifteen respondents indicated they would make a gift but Did Not Indicate an amount.*

Of the **20** interviewees who indicated gift amounts totaling **\$350,600**, the percentages of pledge amounts by age groups are listed as follows:



Of the **112** questionnaire respondents who indicated gift amounts totaling **\$394,981**, the percentages of pledge amounts by age groups are listed as follows:



19. *Fifty-two percent (11) of those interviewed and eight percent (29) of questionnaire respondents will consider placing the parish in their will.*

*Ten percent (2) of those interviewed and three percent (9) of questionnaire respondents have made that provision.*

<b><u>Category</u></b>	<b><u>Leadership Interviews</u></b>	<b><u>Parishioner Questionnaires</u></b>
Yes	11 (52%)	29 (8%)
No	8 (38%)	193 (54%)
Included	2 (10%)	9 (3%)
Undecided	0 (0%)	110 (31%)
No response	<u>0</u> (0%)	<u>14</u> (4%)
<b>Total</b>	<b>21</b>	<b>355</b>

**D. Leadership**

Individuals were asked to suggest volunteers they would trust to give direction to a Capital Stewardship Program. Leadership respondents offered the names of **43** people. Questionnaire respondents offered the names of **94** people.

**E. Comments heard from Interviewees include:**

- We support this effort wholeheartedly. It's been decades since this original infrastructure was all built; it's time we all get behind this.
- We're in agreement with the needs of the parish, but every year we seem to struggle just to meet the needs of our Diocesan appeal. So, I am concerned we might flounder in this project. While we support it, we're concerned about it, too.
- There are so many campaigns going on. We have to select what we will support; so, we would more likely give to our church campaign than the Springfield Diocesan Campaign during this period. If we do this capital campaign, we should not have additional fund drives for a lot of other things. It seems as though every month something comes up in Mass to which we need to give. We should stop all of these second collections until the three years is up.
- We want to see the whole project done. If we have to do this in phases, let's be sure to do the infrastructure that will support future development.
- Let's do the best we can with the resources that people pledge to give. We hope the parishioners will see this project as good for the entire parish.
- The project is ambitious and I can't wait to attend the opening blessing.
- These are difficult times.
- The project is needed, and we need to get more behind it. People don't understand, it seems, about the new facilities. The school must be fixed up so it can be promoted positively. The quality of the facility must improve.
- Doing this in phases is the only way. These buildings are all of ours and we must take care of them. Many in our parish do not seem to take ownership of the church or the facilities.
- I think the project is absolutely necessary, but I think it will be a hard sell because we have so many "tightwads" in this church.
- We have too much division between the parish school and the parish. I hope our parish will become more open to the community, to invite and encourage the community to come to our church. Our faith is the best kept secret in the world.
- Let's be reasonable about this.

- Without question, the school needs help. It needs A/C and computer equipment. We need to improve capital for the school. Regarding the road out front, we should be cautious about moving too quickly to change things in front of the church until we know for certain what is going to happen. I'm not sure we need to change the sanctuary just because we have to change the front because of the road. We do need to make our place more attractive; more people might come. If we make the project too big, people might feel it is all unattainable and they might leave and go to, say the Church of Perpetual Help, or might not support it. The goals for this project need to be attainable.
- The school is the most important; let's do it first.
- I hope we can raise enough to do this; it needs to be done.
- These are uncertain times and the amount of this project concerns me, but I know it needs to be done.
- We need to learn the difference between our needs and our wants. Giving to the poor is my highest priority.
- Father John is the best pastor and best at homily we've ever had. He needs more help, however. I would always love to see more young adults, youth and children.
- There are things that must be done. My hope is that people will recognize these needs. I've been associated with the church most all of my life.
- I'm not sure if sinking ten million dollars into this existing facility is the best expenditure. We must fix the entrance, otherwise the school kids should come first.

**Comments indicated in Parishioner Questionnaires include:**

- The current leaders are good.
- My husband and I believe some of the improvements need to be done. For the church: modernize the restrooms, install handicap facility, masonry and boiler control updates also. For the school: install air-conditioning, and all other improvements. With the economic situation, I think we would be fools to tackle all the things listed.
- With the economy the way it is, I think it will be a challenge for the parish to get the funds they need for this project. Honestly, our family is already strapped just keeping up with tuition cost, latchkey, lunch food, three to four fundraisers a year at school, auction, etc. We will be able to give a little more, but not a lot.
- I haven't got much to give. I'm 92 years old.
- I believe if IL Route 159 doesn't take the church property, we don't need to go overboard with the Parish and meeting center. The school is more important to do than the church.

- I don't even know if \$3 million dollars is possible.
- We do not have the extra money for this. I think improvements are needed. I also think that the school is a big financial problem. It would be nice to have the children join the John Newman School and relieve the parish of this burden. This is a very difficult time, financially, for most of the middle class. We hope to be able to pay our bills in the coming year. We are close to retirement and do not have money to retire. We will have to keep working, God willing, just to live.
- I have a problem with supporting (financially) this parish when I do not agree with fundamentally unsound financial decisions the priests have previously made. I have a wheelchair child who can't be accommodated in this parish and nursery.
- The custodial staff is very poor, and has been for the past few years. All current paid custodial staff should be released because they do not pull their weight. The school restrooms are disgusting, with urine running into the basement. If this were a public school, it would not be allowed to remain open. I do not believe demolishing Morris Hall is wise. A great deal of money was spent renovating it. Let's tear down the current gym and build one multi-purpose building to encompass all needs.
- I am an 81 year old senior citizen on a limited income. I try to support the church as best I can. It comes first. I give as much as I can. I would love to give large amounts, but it is impossible.
- If we have to eliminate some not so important programs, do it. Morris Hall was recently renovated. Church is handicap accessible already (side entrance). The staff office is fine except, maybe make or improve handicap walk-way. Let's keep education first, frills last!
- We live on a mediocre retirement. We support Saint's Peter and Paul and the diocese (which has asked for two pledges so far this year). This gets a little tight.
- I only come to this church four months of the year. I am giving to a building fund in Florida where I attend. Since I am widowed, I do not have finances to give to this fund at this time.
- I think we should see how much the state of Illinois gives the parish and spend that amount.
- I am 84 years old and live on a very fixed income; I believe I give a just amount. I also support other charities to the best of my ability.
- I agree we need a makeover. However, I was told we have to rebuild the church before anything else. I hope this is not true. I would hope that after all of these improvements, our priest home would be back with the church and not across town. This could also save money.
- We are 77 and 75, retired and trying to live on a fixed income. Inflation will dictate our contribution to the church.

- These are tough times. I will support this only when finances (mine and the country's) get better.
- I do not feel that the State has finished plans for expansion of IL Route 159. Consider closing school and merging with St. John Newman. Stop buying property not connected to the church.
- These are very difficult times for the economy. This is bad timing to consider additional contributions. The negative reporting in settling sexual abuse lawsuits may influence additional funding to any parish requests.
- With donating to Bishop's Appeal, building of Springfield Church, regular donations and to the Saints Peter and Paul rebuilding, I would like to donate more, but am unable to at this time. I will donate more if possible.
- I feel the make-over will only be window dressing and still leave my parish in a hodge-podge configuration. Design and build a new parish complex that will meet the needs of the future with modern designs and equipment.
- Since the church needs financial help, I think the bishop should stop demanding such a large amount of cash from our parish.
- While all are very worthwhile projects, this is not the time for such a project. Our economy is in trouble and people are having trouble just keeping up. We need to postpone this for a year or so.
- We are in our eighty's and with the state of the economy, we cannot commit to anything.
- Retirement on a fixed income prevents us from giving more than an affordable amount at this time. Our (and also other members) IRA's are on a down trend at this writing. Who knows or can budget on a two-three year, maybe, upswing?
- In the present economic times and the unknown future, I will determine my support later. I would suggest doing one project at a time.
- We need all households to work together!!!
- I just go to church; I only know the ladies I ride to church with. I've never been much on joining things in the parish anywhere. I tried once and it didn't work out. I always had to work and never had the time.
- I give what I can on Sundays, but am unable to pledge anything at this time, as I have many bills. I hope they succeed in their quest, as it is a beautiful church. I only go to Mass there, as I lived elsewhere for many years.
- All the plans for our parish are good, sound and necessary. We regret that we are unable to contribute, but should improvement occur in our finances, we would then gladly contribute. Good luck.
- At this time and in this economy, only the school should be considered for updating and only modestly (A.C. and the like).

- The current five-year plan does not give adequate attention to education programs/space. Portable partitions in the new hall will not work. What is the cost of keeping Morris Hall with classrooms on the old floor?
- Put everything on hold for a few years. Consider dropping the school; let's take time to consider all the options before we spend a million. I think we should close the school and send the kids to St. John Neumann. Tear down the school, hold church in Center, rebuild a new smaller more energy and sound efficient church using what you can from the existing church.
- Hopefully, the one who called and asked why I wasn't more interested in the church and why I didn't continue to be a member won't be a leader. This really happened. It would be nice to provide transportation; some people don't attend Mass or volunteer or go to some of the special events due to lack of transportation.
- I'm not giving a penny more until the school has A/C. You could not have picked a more inappropriate time to beg for money, I realize improvements must be made. Some of these brick buildings are only forty years old. It seems a waste to tear them down. The "improvements" seem pretty grandiose to me.
- The cry room needs serious attention. You cannot see what is happening because the choir blocks the view and you cannot hear because the speakers do not work. As a family with small children, this is a huge factor in our church attendance.
- With the enrollment dropping in all parochial schools, I hope that an investment of four million dollars isn't foolish. What if the school closes in a few years? I think this should be considered.
- The state of our economy and the desires that are being requested, make it difficult to support \$9,000,000 for remodeling, etc. I think a more realistic view would be to highlight the most urgent needs, procure the funding and complete the project. The rectory is now not suitable for offices because it is a residential property, it should have stayed that way.
- I think the Diocese should sell assets to help local parishes.
- I will be the first to admit I do not do my part in being a good participating parishioner. I have been going to other churches that have shorter masses and less repetitive sermons. We are a generation that needs our spiritual interest peaked (as a result of being bombarded with society's fast pace). I would gladly meet to discuss these issues. A mass through the week should be shorter for workers. A short Sunday Mass early should always be offered for people that have things going on. If people come back and have those opportunities they will enjoy their church again, and if they enjoy their church they will not mind getting more involved and supporting with the money. There is nothing wrong with the church operating like a business, but people are going to pay for what they enjoy.
- We would greatly appreciate the parish placing the school as a number one priority. Without the school, attendance at church would probably be less than it is now.

- There is not a feeling of inclusiveness in the parish. More effort needs to be made to invite and engage those members of the parish who are not participating actively. These are great resources to volunteer, as well as donate time and money.
- I don't think leadership volunteers will be selected for the survey. With the debt we already have, I don't think this is the time for such a large expenditure. Our gift over a three-year period will depend on what is affordable.
- We are a family of five and our house needs remodeling/repairs, too. If Mass were one hour or less, I'd go to our church more often; I sometimes go elsewhere since Saints Peter and Paul's Mass is generally one and a quarter to one and a half hours.
- We are realists!!! You are all dreamers! Nine point nine million dollars! If you can't get enough money from the parishioners to even make needed repairs in our buildings, how will you get \$9.9 million dollars? Most people are in financial binds right now due to job losses and crashing markets worldwide. Be conservative. Fix what is in need of repair just as we do in our homes. Spend money on the school for our children. Take care of necessary repairs. Forget replacing the parish office. Do with what we have there. Make needed repairs in the gym and cafeteria. Scale back the entire project. Get real! By the way, what are we paying Cargill Associates in Ft. Worth, Texas for this five page survey? Unbelievable!
- Very wasteful.
- I wish I could donate more, but I run a household on a single income and with my house and the many expenses for upkeep, it is impossible to commit to more than a \$100 a year.
- There are six parishes within ten miles of Collinsville. Enrollment in our school is down; we should consolidate with Maryville, a newer school with space for expansion. Collinsville is surrounded and cannot grow and has an aging population in our parish.
- We have supported our church and school all of our lives. Father John is a wonderful person, very motivated to want everyone involved. Therein lies a problem for us. We are up in age, still working some, and have a large family which we want to have time for and with. With all the stuff going on at the church it feels uncomfortable and overwhelming. The constant asking for money at Mass is so distressing we have chosen to go elsewhere to worship on weekends. At least then we feel we have attended Mass to pray, give praise and receive the grace we need.
- There are more programs available today than in the past, but I would be welcomed more at any of the Protestant churches in town. The clique at our parish is very closed.
- We can understand a need for a gathering place, but not to tear down the parish center. As far as changing the church because of IL Route 159, the state has no money for the project, and in ten years they plan on it going around the city; maybe they will do so sooner.

- This is a very tough time to be thinking about giving extra money.
- Our parish cannot afford a \$9.9 million dollar project. We have never been able to raise our annual ACSA fund of \$90,000 dollars plus our commitment of \$157,000 to the cathedral renovation in Springfield, Illinois. There is also the building of our new high school that we have to pay for. Times are very hard and we can barely meet the routine costs of running the parish. It is insane for us to take on a project of this magnitude. It is easier for parishioners to move on to a church that is not in debt than to stay here and end up with the church filing bankruptcy. We don't need to pass this debt on to our children and grandchildren. When we built the present church and rectory back in the 1960's we expected it to last 100 years. Please give up this insane idea. We are doing fine the way we are. Just fix the school and no more.
- In my opinion, there is very little chance of our parishioners raising \$10 million dollars in this financial climate. Oh, by the way, the Bishop only wants \$8 million. The third commandment urges us to keep holy the Lord's Day, not to provide magnificent structures to do it in. In my opinion, it's getting expensive to belong to an organized religion.
- We did this in the eighty's, and we did it. Now, with prayers and commitment, we can do it again. Probably, for the fourth time that I can remember.
- Everyone has an opinion and maybe another way might be better, or at least be less money.
- I am not for building any additional buildings.
- Since the state doesn't have the money to start on the highway and won't for years, work on the school first. This highway may never come to pass.
- This might have been a good project five or ten years ago. However, prices have increased ten times in the past 28 years and the bubble is finally bursting. Assuming a huge debt at this time could be disastrous.
- Do not tear down Morris Hall to make a parking lot, and spend only what money is pledged.
- I know the program will be a success.

# IV. Observations

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## *Programs and Ministries*

- ◆ Fifty-four percent (54%) of respondents indicated feelings of moderately high to very high enthusiasm about the work and programs of Saints Peter and Paul Catholic Church.
- ◆ Ninety-three percent (93%) of respondents indicated the parish communicates well to very well with the parishioners involving events, plans, and programs.
- ◆ *Music/Mass/Liturgies, Parish Staff* and *Youth Programs* were ranked by respondents as the parish's greatest strengths.
- ◆ Interviewees indicated *Building and Facilities, Missions and Outreach Programs* and *Leadership Training and Development* as areas in most need of improvements and/or expansion, and questionnaire respondents indicated *Building and Facilities, School Programs* and *Parish Staff* as areas in most need of improvements and/or expansion.

## *Giving/Indebtedness*

- ◆ Sixty-nine percent (69%) of participating households give less than \$1,000 annually. This is a spiritual issue that needs to be addressed. Stewardship education is needed.
- ◆ The average annual offering per contributing household of Saints Peter and Paul Catholic Church is \$1,322. This needs to be enhanced.
- ◆ Forty-eight percent (48%) of those interviewed indicated their giving decisions are based on a dollar amount. The largest percentage (55%) of questionnaire respondents indicated their giving decisions are based on what is affordable. This is another indicator that stewardship education is needed. "What is affordable" is not a Biblical principle.
- ◆ Saints Peter and Paul Catholic Church currently has an indebtedness of \$412,230 from the Triangle property purchase, boiler replacement, and 230 North Center property purchase. At an interest rate of 4%, it is costing the parish \$36,000 annually to service this debt from the general offertory. This represents 3% of the annual offertory budget of the parish.

- ◆ Forty-eight percent (48%) of respondents indicated Saints Peter and Paul Catholic Church meets its current financial obligations with occasional difficulty and 31% indicated they do not know. This perception can be solved with enhanced annual giving levels.
- ◆ Forty-nine percent (49%) of respondents indicated adequate information is available about the handling and allocation of parish funds and 22% state they have no opinion on the matter.

### *Facility Expansion/Improvement*

- ◆ Eighty-four percent (84%) of respondents ranked the facility needs. *School* (1.57) was identified as the first priority by respondents and *Church* (2.55) was identified as the second priority.
- ◆ Parish leaders made a strong case for improving facilities. However, a \$9,900,000 price tag created a great deal of anxiety in the pew. The majority of those who responded to the study would like to see the renovations done in phases.

### *Capital Stewardship Program*

- ◆ Sixty percent (60%) of respondents considered \$3,000,000 to \$4,000,000 to be attainable in a three-year Capital Stewardship Program.
- ◆ Ninety-five percent (95%) of those interviewed and 36% of the questionnaire respondents will consider a personal gift to support a three-year commitment above their regular giving to the annual offertory. Forty-one percent (41%) of respondents indicated they are undecided at this time.
- ◆ Self-perceived gifts totaling \$695,581 were discovered from 132 households, representing approximately 15% of the 888 households that presently participate in annual giving.

# V. Recommendations

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A. In light of the Pre-Campaign Feasibility Study, Cargill Associates recommends that Saints Peter and Paul Catholic Church proceed with plans for a Capital Stewardship Program. The schedule should be **December 2008** to **May 2009**.

1. Cargill Associates recommends that the project involve **renovating the school**.
2. Cargill Associates recommends that the project not exceed **\$4,000,000**.
3. The campaign should center on raising the maximum dollars for the project between **December 2008** and **May 2009**. In **June 2009**, based on the strength of the stewardship program, charge the Building Committee to work with their architect and finance institution to devise a building and financing plan for leadership approval by **Summer of 2009**. This approach takes the guesswork out of the plan and allows the parish to build what it can afford.
4. We find a reasonable expectancy of **\$2,300,000** to **\$2,700,000** for the capital project. This expectancy is based on the **\$300,600** identified among **20** of the **21** participant households in the leadership interviews, and the **\$394,981** identified by **112** of the **355** respondent households in the parishioner survey. The above participating households include only the households that indicated a gift amount. *Though a campaign could yield more or less than the reasonable expectancy, this is a conservative projection based on the combined responses of parishioners to the perceived needs of the parish. Our experience indicates capital giving receipts would follow this customary pattern:*

<b>First Year</b>	<b>40-45%</b>
<b>Second Year</b>	<b>30-35%</b>
<b>Third Year</b>	<b>20-30%</b>

B. A Capital Stewardship Program adhering to Cargill Associates counsel will produce the following:

1. A clear *vision* of the parish's future mission ministry based upon the discerned will of God.
2. *Ownership* in the parish's vision by a large number of the parish's registrants.
3. Increased *involvement* by a greater number of parishioners in the development and support of the parish's vision.
4. Motivation of parishioners to grow in their level of *stewardship commitments*.
5. Encouragement of parishioners to make the most generous, pacesetting *expression* of their commitments to the parish's vision.

6. A disciplined *follow-up*, which will enable the parish to achieve all that is committed in the campaign.
- C. Parish leadership will need to continue developing an comprehensive information flow to parishioners.
  - D. We recommend that Saints Peter and Paul Catholic Church prepare and mail statements of giving to all resident households on a quarterly basis. Currently, the parish provides giving statements upon request. Such a practice serves as a reminder of giving needs and stimulates greater participation.
  - E. Saints Peter and Paul Catholic Church needs to passionately promote stewardship among all parishioners, especially for those not regularly supporting the parish. Newer parishioners usually have a two-year “lag” time before they become fully involved in supporting the parish. Stewardship promotion will speed up this process for newer parishioners and create a broader giving base in the parish.
  - F. During the capital giving period, a consistent, solid program of offertory growth is essential. Following the campaign, Cargill Associates would be delighted to show how other parishes have established effective, long-range plans to create larger offertory-giving bases.

*The response of those participating in the Pre-Campaign Feasibility Study was supportive and helpful. The Cargill Associates representatives were graciously received by those interviewed.*

*The staff of Cargill Associates wishes to express appreciation to the individuals of Saints Peter and Paul Catholic Church who gave counsel and assistance in assembling necessary information in preparation for the Pre-Campaign Feasibility Study.*