

PROVIDING SOLUTIONS TAILORED TO YOUR NEEDS

CHURCH 1ST FINANCIAL

PURCHASE FINANCING ♦ CONSTRUCTION FINANCING ♦ REFINANCING

BRIDGE LOANS ♦ RENOVATION LOANS ♦ UNIQUE FINANCING ALTERNATIVES

FULL SERVICE CHURCH CONSULTING

AN INTRODUCTION

ABOUT THE COMPANY

CHURCH 1ST FINANCIAL was formed to come alongside pastors and church leaders with wise counsel in the areas of church project financing, construction, and capital management. Unaware of the loan options available in today's marketplace, most churches need assistance in locating financing options, determining which lenders are best suited to partner with their ministry's vision, and presenting financial packages to lenders. CHURCH 1ST was formed for that purpose—to help your church acquire the best financing possible for your unique vision and calling.

A Christian organization, CHURCH 1ST FINANCIAL seeks to create long-term relationships with clients rather than one-time transactions. Our relationships with nationwide lending institutions give us a unique advantage in locating and evaluating your loan options while providing unbiased counsel, since we do not represent a specific lender. As your financial consultant, *we will always put your church first* in finding the most efficient and cost-effective alternative to meet your ministry's needs.

MISSION

Our mission at CHURCH 1ST FINANCIAL is to provide ministries diverse, broad-spectrum financial and administrative services. Whether through procuring financing, assisting in financial reporting, providing design build services, or advising leadership, at the heart of CHURCH 1ST FINANCIAL is our desire to advance the Lord's Kingdom by better positioning your ministry for long-term success. Our unique understanding of the distinctive needs of ministry enables us to provide cost-effective, tailor-made programs, resources, and tools that meet short-term needs and equip ministries in carrying out their long-term vision.

OUR PROCESS

STEP 1: YOUR UNIQUE VISION & NEEDS

Learning your church's vision and goals will enable us to determine a plan and best track for moving forward.

Action to Take:

- First contact a CHURCH 1ST Consultant (recommended) to receive a tailored list of items based on your specific project
- Fill out a loan evaluation form

STEP 2: FINANCIAL POSITION AND HISTORY

Receiving your financial history allows us to determine what your church can afford and the best structure for proposed funding. For churches that are unable to provide financial data, CHURCH 1ST will work with them to construct the needed financial statements and utilizing a professional CPA strategic partner if needed.

Actions to Take: Provide...

- Last 3 Years' & Year-to-Date Income and Expense Statements
- Last 3 Years' & Year-to-Date Balance Sheets
- Current Year Operating Budget (If available)
- Comparative Income and Expense Statements (i.e., July 2007 vs. July 2008)

STEP 3: APPLICATION AND DOCUMENT PREPARATION

One of the most important aspects of church financing is the proper compilation of documents. Your thorough, accurate collection of the required documentation and completion of the application will help us help you in the loan process. *How documents are presented is often the determining factor in loan approval or denial.*

Actions to Take:

- Complete an Application
 - Collect Required Items from Document Checklist
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STEP 4: CHOOSING THE BEST SOLUTION

After analyzing your church's documentation and financials, CHURCH 1ST will provide you with a number of options that meet your specific needs for your review and selection.

Action to Take:

- Review options and select best solution

STEP 5: LOAN SUBMISSION, APPROVAL, AND CLOSING

Once you have selected the best solution, CHURCH 1ST will walk your ministry through the process of pre-approval and closing, serve as the contact to answer lender questions, and gather additional required documentation. Closing a loan can be more complicated than obtaining approval. CHURCH 1ST will help you resolve title issues, clear up tax discrepancies, negotiate with sellers for contract extensions, and gather documents for appraisals, financial reviews, and environmental studies. Without a consultant, most churches have very little help throughout the closing process; with CHURCH 1ST by your side, you can concentrate on ministry while we concentrate on the financing.

Action to Take:

- Utilize CHURCH 1ST to resolve loose ends and prepare for closing

MAXIMUM QUALIFYING STANDARDS

The following maximum ratio outputs are acceptable to CHURCH 1ST Financial and provide churches with a better understanding of potential qualification. *NOTE: Meeting these ratio guidelines does not guarantee approval.*

- LOAN-TO-VALUE:
Total Loan Amount / Total Value of Collateral Maximum Output=65%
- DEBT SERVICE RATIO:
Annual Mortgage Payment / Annual Gross Income Maximum Output=30%
- DEBT SERVICE & SALARY RATIO:
Annual Mortgage Payment+Annual Salary Expense / Annual Gross Income Maximum Output=60%
- DEBT COVERAGE RATIO:
Available Funds to Service Debt / Annual Mortgage Payment Minimum Output: 1:1 Coverage
- TITHES TO INCOME RATIO:
Total Loan Amount / Annual Gross Income Maximum Output: 3.0 X

LOAN TYPES AND PROGRAMS

FINANCING TYPES OFFERED:

- Purchase financing for the *acquisition of land and buildings*
- Refinance programs to *retire existing debt*
- Construction loans *convertible to permanent financing*
- Financing to complete an *existing project*
- Financing for *renovation or improvement purposes*
- *Second mortgages*
- Other financing *alternatives*

FINANCING PROGRAMS AVAILABLE:

<u>FIXED TERM</u>	<u>BALLOON</u>	<u>AMORTIZATION</u>
3 yrs	3 yrs	30 yrs
3 yrs	20 yrs	30 yrs
5 yrs	5 yrs	30 yrs
5 yrs	20 yrs	30 yrs
7 yrs	7 yrs	30 yrs
10 yrs	10 yrs	30 yrs

** Bond Programs are also available, which offer 25 or 30-year fixed rates.*

FREQUENTLY ASKED QUESTIONS

What do I need to provide when I apply for a loan?

The church should request a loan package from us, complete a loan application, and gather the items listed on the document checklist. Before starting this process, we recommend that you first contact a loan consultant so they can provide a tailored list of items based on your specific project.

How long does it take to obtain financing?

We can generally issue an approval letter within 2 to 3 weeks of receiving all the necessary documents. Once the loan has been formally approved and the church has executed the approval letter, the closing process takes 30 to 45 days. Under certain circumstances, closing may take up to 60 days if there is an unforeseen delay.

What kind of loans do you offer? Is there a minimum or maximum loan amount?

We offer loans to churches, daycare facilities, non-profit schools, and non-profit organizations for purchases, construction, renovation, and refinancing. Our minimum loan amount is \$500,000, and our maximum loan amount is \$20,000,000.

Will a personal guaranty be required from any of our members or leaders?

In most cases a personal guarantor will not be required. However, under rare circumstances one may be required which will be discussed with the Church prior to submitting a loan package.

How much can my church borrow?

This can be a difficult question to answer, as it depends on numerous variables. For that reason, we can provide you with a no-cost, no-obligation loan evaluation to determine your borrowing capacity. To determine the exact amount you possibly could borrow, we would need: (1) current year and last 3 years' income statements and balance sheets; (2) the dollar value of the property to serve as collateral on the loan; and (3) a short overview of the proposed project.

What interest rates and loan terms should we expect from CHURCH 1ST?

We offer a variety of loan programs and financing designed for churches of all types and sizes. By practice, we do not quote interest rates until we know the scope of the project and the borrower's creditworthiness. A certain interest rate does not apply to all churches; instead, the church's loan financial characteristics and the terms requested will determine the interest rate. We offer traditional commercial loans with fixed rates ranging from 3 to 10 years, fully amortized over 30 years. We also offer a unique loan program with 1 to 7-year fixed rates, a 20-year balloon, and 30-year amortization. Additionally, we have a variety of bond programs for churches interested in a 25 to 30-year fixed rate.

What does CHURCH 1ST charge for their services?

We never charge any upfront fee and only receive compensation for our services when the loan closes. The fee charged is determined by the complexity and size of the project. After evaluating your specific project, we will send you a contract outlining our fee schedule and scope of work, with the fee included in the loan amount as part of the closing costs.

FEATURE PROJECT #1

LOAN AMOUNT: \$11,825,000

TYPE: CONSTRUCTION CONVERTIBLE TO PERMANENT

PROJECT SUMMARY: After investing over a million dollars in their project and withdrawal of their long-time local banking partner, the church had to act quickly to keep the project moving. CHURCH 1ST successfully procured and funded the loan within 60 days of first contact with the ministry—even though construction had already started.

WHAT THE CHURCH SAID: “In my 30 years of business and ministry experience, I found it rare to come across someone who performs with the excellence that CHURCH 1ST demonstrated. Our many thanks to them for their work in putting together our loan package, acquiring our financing, and overseeing the gazillion details of it all. The quality of effort is a living example of Colossians 3:23-24: ‘And whatever you do, do it heartily, as to the Lord and not to men, knowing that from the Lord you will receive the reward of the inheritance; for you serve the Lord Christ.’ Thanks for giving us your best; we’re very grateful!”

JEFF JONES, SENIOR PASTOR
Kalamazoo Valley Family Church
Portage, Michigan



FEATURE PROJECT #2

LOAN AMOUNT: \$6,252,000

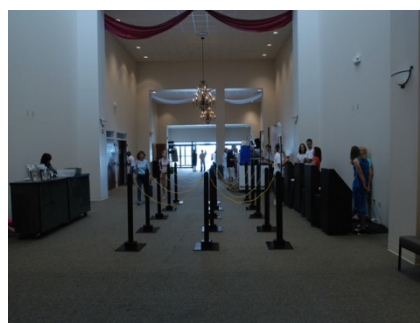
TYPE: PURCHASE

PROJECT SUMMARY: The Church was blessed with an amazing facility which they were able to procure a very attractive lease on to occupy and use the property. However, due to financial circumstances beyond the Church’s control they were given six months to purchase the property or lose the facility. CHURCH 1ST was able to successfully procure the necessary financing to purchase the facility and enable the Ministry to keep its home!

WHAT THE CHURCH SAID: “Bryan I can’t thank you enough for the way you gave us such constant attention through the entire process (which was anything but typical). You saved this church! Really, only Christ Himself could ever sufficiently reward you for what you did for this Church! I will be forever grateful and I would be only too glad to recommend Church 1st Financial to any church needing financing!!”

“Thanks again Bryan it was really a pleasure working with you and getting to know you!”

RANDY GOLDENBERG, SENIOR PASTOR
Frederick Christian Fellowship
Frederick, Maryland



TESTIMONIALS

“CHURCH 1ST is a ‘God-sent ministry.’ Our ministry was presented with a one-time opportunity to acquire prime property at an unbelievable price, but had only a brief time to respond. Even after the appraisals were not as we had hoped, CHURCH 1ST aggressively and successfully negotiated in record time with the lender to qualify and fund our loan in 4 weeks. If CHURCH 1ST had not come to our aid, we would have forfeited \$50,000. Thank you for believing in the power of prayer and the return that comes from hard work. Thanks, CHURCH 1ST for being Kingdom minded!”

JOHN S. PYLES, SR., SENIOR PASTOR
Tabernacle of Praise Family Worship Center
Houston, Texas

“CHURCH 1ST has been a pleasure to work with. They helped us determine the direction and type of financing needed, prepare needed documents to secure long-term financing, and secure a low interest rate and affordable monthly payments that fit our needs. Thanks for all your help—may God richly bless you.”

PASTOR LINDA DUBOIS, ASSOCIATE PASTOR
Tomb of Jesus Church
Houston, Texas

“Our church was faced with an almost impossible task of securing financing for the construction of our new facility. Although very financially sound, we needed financing of over four times our income—which proved to be very difficult. Three months after working with two local lenders and two church consulting firms, we were rejected by five banks, and our hopes were shattered by false promises. Within five weeks of contacting CHURCH 1ST, they were able to present us with a loan approval that made our church elders weep. Not only did they get us better terms than we could have imagined, but they also got us an additional \$100,000 for things we thought would have to be cut from the budget. Without CHURCH 1ST, we would have construction plans collecting dust in the closet.”

KENN BONGIORNO, SENIOR PASTOR
Christian Fellowship Center
New Bedford, Massachusetts

“It has been my privilege to work with Bryan of CHURCH 1ST on multiple projects. He has shown a servant's heart and great financial wisdom. Bryan is a person of Christian character, an example of tremendous excellence, and a leader with a servant's heart. It is my privilege to recommend his ministry for your consideration.”

CHARLES G. SCOTT, GENERAL BISHOP
Pentecostal Church of God
Joplin, Missouri

The overall service of Church 1st Financial was outstanding. In an area where customer service is no longer important to many companies Church 1st Financial is a shining star. Everything was done with a high level of professionalism and excellence.

Daniel Dagan, SR. PASTOR
Pentecostals of Englewood
Englewood, FL

We are truly blessed to have found Bryan Barton and Church 1st Financial Solutions. We were told by our previous lender in late February 2010 that they would not be able to renew our loan and we had until May 31st to find a different lender. We applied to several local banks in our area and each one told us they would not be able to help us. Another pastor I know in California strongly recommended Bryan because he helped them get refinanced when they were in the same situation. From our first conversation with Bryan he understood what we needed and the time frame we were under. He always kept us informed as to what was happening and the different options we had. He is truly a man of integrity and I would have no hesitation recommending him to any other churches that needed help with financing. With all that being said I give glory to God for Church 1st Financial being a part of our testimony which is; with their help we have now gotten refinanced with a Christian Institution a month before our deadline. There is a sentence in our Church declaration that states, “God is raising up men and women of power, wealth and influence to work on our behalf.” And thank God Church 1st Financial truly worked on our behalf.

LESLEY FORD JR., SENIOR PASTOR
Living Word Church & World Outreach Ministries
St. Paul, Minnesota

SAMPLE of CLOSED LOANS

Kalamazoo Valley Family Church	\$11,825,000
Frederick Christian Fellowship	\$6,252,000
The Dream Center Los Angeles	\$5,600,000
Mountain of Blessings	\$2,391,000
Living Word Church	\$2,170,000
Tabernacle of Praise Family Worship Center	\$2,159,000
Christian Fellowship Center	\$2,150,000
Rock Fish Church	\$2,020,000
Greater Morning Star	\$1,821,000
First Baptist Church	\$1,871,000
First United Pentecostal Church	\$1,733,000
Abundant Life International Baptist Church	\$1,665,000
Upper Room C.O.G.I.C	\$1,522,000
Bethel Family Worship Center	\$1,473,000
Crusade Christian Faith Center	\$1,420,000
Hosanna Ministries	\$907,000
New Light Fellowship	\$805,000
Avondale Christian Assembly	\$702,000
Shekinah Glory Ministries	\$635,500
Touch of Life Ministries	\$550,000
Kingdom Keys Church	\$534,300
Empowering Disciples Baptist Church	\$497,000
St. Paul AME	\$483,000
Tomb of Jesus Church	\$325,000
Remnant of His Seed Ministries	\$289,500
Pentecostals of Englewood	\$247,000
Crossing Pointe Church	\$219,000
Shiloh Apostolic Church	\$120,000

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**WE LOOK FORWARD TO
SERVING YOUR MINISTRY!**