

Development: Spiritual Principles for Fundraising

Fundraising, like parenting or disciple-making, is best not done in a rush. This session seeks to take a long-term view of building a network of friends to support a ministry. It will look at a wide range of relevant biblical texts, highlighting their contrast with both secular values and with secularised Christian fundraising. Fundraising can have both positive and negative spiritual aspects, and there are both temptations and blessings for those who seek to do it.

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I. Personal Introduction and Overview

- A CEO's v. expert fundraiser's perspective
- Fundraising in budgeting and business planning
- Specialist/bought-in v. in-house/endogenous fundraising
- Christian v. secular fundraising

II. Theological Principles for Christian Fundraising

- Resources belong to God (Gen. 1:28-31; Ps. 24:1-5; Matt. 6:25-34)
- God calls us to steward his resources (Gen. 2:9, 16-17, cf. Gen. 3:22)
- Resources are for sharing (Luke 6:38; Acts 4:32-35; 2 Cor. 9:9-15)
- Giving is essential to godly community and mission (Acts 9:36, 20:35; 2 Cor. 8:7)
- Giving should not be automatic or compelled (1 Chron. 29:1-20; Acts 2 Cor. 9:7)
- Funds are to be raised and managed with integrity (1 Chron. 29:17; Mt. 6:21, Mk. 11:15-17; Acts 8:18; 2 Cor. 2:17)
- Giving may be for internal ministry and/or social outreach/relief (Deut. 26:1-15; Mal. 3:10; Acts 11:27-30)
- Giving should be proportional to means/income (Lk. 21:1-4; 1 Cor. 16:2)
- The wealthy bear distinctive obligations in giving (Lk. 18:18-23; 1 Tim. 6:17-19)

III. Biblical Particulars of Christian Fundraising

- Ex. 25:1-9 – Offerings for the tabernacle
- Ex. 35:4 – 36:7 – Materials for the tabernacle
- Ex. 16:1-38 – Skills and labour for the tabernacle
- 1 Chron. 29:1-20 – Resources for the temple:

- Leaders setting a personal example
- All glory goes to God – no vanity projects
- Thanks – to God and fellow contributors
- All giving to be ‘willing and honest’; not compelled or coerced
- Prayer, praise and celebration
- Neh. 2:8 – Resources for rebuilding the temple, incl. ‘secular’ resources
- Lk. 8:2-3 – Support from ministry companions
- Acts 9:36 – Ongoing support for the poor and marginalised
- Acts 11:27-30 – Fundraising for disasters and emergencies
- 1 Cor. 16:1-4; 2 Cor. 8-9; Phil. 4:15-18 – Churches giving to other churches

IV. Key Paradigms for Christian Fundraising (after Mark & Joel Dillon)

- Friend-raising (George Mueller)
- Fund-raising (D.L. Moody)
- Mixed economy (Charles Blanchard)
- Biblical and theological reflection
- Case study: Moorlands College (I)

- Operational fundraising
- Capital project & special campaign fundraising
- Legacy, estate and inheritance gifts (cf. Num. 27:1-11; Deut. 9:47; Gal. 3:26)
- Case Study: Moorlands College (II)

V. Core Practicalities in Christian Fundraising (Summary & Conclusion)

- Pray (2 Cor. 9:14)
- Define vision and mission (2 Cor. 8:4; 14)
- Determine strategy (2 Cor. 10-15)
- Know the numbers (Lk. 14:25-30)
- Assemble a team (Lk. 8:2-3; 2 Cor. 8:6, 23)
- Target donors (1 Tim. 6:17-19)
- Disseminate goals and expectations (2 Cor. 9:2-3)
- Celebrate and communicate achievements (2 Cor. 9:11)
- Praise God (2 Cor. 9:13)
- Thank donors (2 Cor. 9:1-3)
- Report back to donors (accountability) (2 Cor. 9:5)
 - Material outcomes
 - Spiritual outcomes

Further Reading:

Randy Alcorn, *The Treasure Principle: Unlocking the Secrets of Joyful Giving*. Multnomah, 2005.

Maggie Durran, *The UK Church Fundraising Handbook: A Practical Manual and Directory of Sources*. Canterbury Press, 2010.

Peter Greer & David Weekley, *The Giver and the Gift: Principles of Kingdom Fundraising*. Bethany House, 2015.

Rob Martin, *When Money Goes on Mission: Fundraising and Giving in the 21st Century*. Moody, 2019.