

As a means of facilitating further conversation, I (Darren) asked a couple of non-profit veterans at Fairhope UMC to compile a list of relevant questions for this new project. They came back with a great list, which I was eager to present to Dumas Wesley Executive Director Kate Carver for a response. After a few exchanges of further discernment, I am glad to share her responses with you here—not as a matter of policy, mind you—but to help assess our thinking at this point in the journey. As conversations continue and expectations are clarified, Kate and I are working to refine these responses and will attempt to keep updating them here for the sake of transparency. Your feedback is certainly welcome!

Pastor Darren

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The Questions and Kate Carver's answers are as follows:

- 1. Is the understanding for FUMC to completely fund the acquisition of the property as well as fund the operations of the new project? Is there any financial assistance from the Dumas Wesley Community Center (DWCC)?**

Our understanding is that FUMC will work to spearhead the fundraising effort with support from the congregation and through a multitude of local church and community connections for the purpose of property acquisition and the initial operating costs, until such time that DWCC could hire a development officer who could bring in charitable revenue from the greater Baldwin County community. Obviously, there are costs associated with investing current personnel time and expertise in this new project and that will be borne by Dumas Wesley. However, the model of Dumas Wesley is to invite the broader community to collaborate in the joyful work of helping give a hand up to those in need. Although the initial operating costs would be funded by the leadership of FUMC and its immediate network of collaborative partnerships (local churches, other benefactors, etc.), the expectation is that over the course of the next few years, the majority of operating costs would be borne not by FUMC, but by donors in the broader Baldwin Co. area. DWCC has a well-established, efficient and sustainable fundraising model that raises \$1.5+M annually with only 1 development officer in a less wealthy market and we are optimistic about having similar success in Baldwin. We believe we can be successful in making this dream a reality; however, this is the help that is needed in order to begin.

- 2. Would the DWCC staffing require remuneration from FUMC?**

DWCC's model is not a pay-for-service model. We have never modeled our fundraising on charitable acquisition practices. We are more of a Christian ministry model, where we involve people not only financially, but relationally. Our work is not transactional – it is transformational. We've never done our work in a pay-for-service manner. Really what we're doing is building communities that foster transformation. Therefore, once the legal documents are prepared and executed between both parties, we would rely on FUMC to help find the means to underwrite the operating costs initially for a period of three years. The ultimate goal is to see the broader Baldwin County participate in this ministry; not just financially, but through volunteering, board service, etc. Another objective would be to bring on

another staff member to oversee the process of expanding our fundraising footprint in Baldwin County, but we would need evidence of the program's success to get that fundraising where it could reduce the sense of financial obligation to FUMC.

3. Are there any restrictions for the property? What permits, etc. are needed?

No restrictions that we know of at this time. The property has been licensed as a memory care/nursing home for the past 27 years, so congregate living has already been occurring on the property for many years. We will need to look into the permits to see if anything else is needed.

4. Can we have an "Open House" for the congregation to see the property and get on the bandwagon for support?

Absolutely! Any who would like to see the property are encouraged to contact Pastor Darren to arrange a tour. We'd love to invite our Mobile staff/board to see the property and the vision as well. Our Marketing Director (who, by the way, is a graduate of the Sybil Smith Family Village) has a great relationship with local media and she'd be glad to help us put together some collateral material and send out a press release. This would also be a good opportunity to convey the need to the broader Baldwin County community. For example, the Baldwin Co. Public School System reports that any given day, there are 300 homeless children in the Baldwin community. Last year, 17% of the individuals we served at Sybil Smith Family Village were from Baldwin County.

5. Does Dumas Wesley Community Center (DWCC) have other facilities away from their main campus? How will they manage a remote site?

DWCC owns 3 facilities in Mobile. Each property is in a 1-2 block radius of each other, creating one large campus along Mobile Street. On the East side of the campus Dumas Wesley operates 11 programs out of one large community center. Across the street is the two-story, 17 apartment Sybil Smith Family Village. And behind the DWCC parking lot is the Pencil Company and two vacant lots. The DWCC purchased the Pencil Company and adjoining lots several years ago with the hopes of turning the facility into an emergency shelter.

DWCC executive staff will train all new employees of the Baldwin Family Village at the Mobile campus with the aim of teaching the culture and practices that have made our Sybil Smith Village successful.

6. What staff will DWCC provide? Will on-going training for Fairhope volunteers be an integral part of the operation?

DWCC executive staff will oversee implementation of the new shelter including hiring of new staff, budget, curriculum, equipment, culture, program manual, orientation, assessments of potential

residents, files, data entry, reporting, etc. DWCC will also utilize the skills of their current Marketing Director for marketing purposes and Finance Director for financial oversight of the Fairhope project.

7. Has FUMC seen a copy of DWCC's charter/organization rules/regulations?

See attached/below article of incorporation. We'd be glad to send a copy of our bylaws and/or personnel manual, if necessary.

8. Should FUMC establish a new cooperative board with DWCC for this Baldwin County facility with at least 3 members of FUMC?

We believe that the prudent thing to do for the future is to create a new advisory committee to include FUMC membership and/or explore the possibility of expanding the capacity of Dumas Wesley's current board to include FUMC members. In this way we can be sure that DWCC and FUMC maintain our present alignment for the success of this vision. Excited by the prospect of developing this relational infrastructure together, we feel confident in our ability to set this up in a way that will provide sure footing from the start and ensure a responsible stewardship of this ministry for the future. We believe that every voice matters.

9. Could FUMC and DWCC establish a different name for the Baldwin County facility under DWCC's umbrella to be more of a partnership? Would that be beneficial to our fundraising/grant options locally?

Yes, the option for the actual name of the facility is certainly up for discussion, though we recommend something to the effect of "_____ Family Village." Currently, as an affiliate of the United Methodist Church, but with our own 501.c3, DWCC can apply to funding that is both faith-based and secular. This is an important distinction, as it allows us to tap into very diverse funding opportunities.

10. What on-going, day to day staffing positions will need to be provided for leadership, safety and accommodations?

A full list of prospective staff descriptions is provided as a separate document on this webpage. DWCC will be responsible for hiring and training all personnel, but church members and volunteer/guests are always welcome!

11. Is there a detailed budget already set up for the Baldwin County project?

Yes – see attached. This budget is based on a hybrid of the Sybil Smith Family Village operating budget and the Salvation Army's Family Emergency Shelter.

12. Is there a need for a finance committee to be set up for the project/purchase and the maintenance of the building from FUMC?

I defer to leadership of the Church on this one, although we'd be glad to have any help/expertise from members of the Fairhope community who are familiar with building maintenance/construction/general contracting.

13. Is there any detailed advice that needs to be discussed regarding operational costs from the team at FUMC or DWCC?

Because DWCC runs a similar program in Mobile, we have utilized our budget along with the budget of a similar emergency shelter in Mobile.

14. Does the owner of the property also own the house in front that may could someday be added to the grounds?

No, that is a separate piece of property with a different owner.

15. Will transportation be an issue since the property is pretty remote?

DWCC's Sybil Smith Family Village currently provides transportation for its residents, as it is one of the biggest barriers for our residents when they come into our care. DWCC plans to provide transportation for the residents of the Fairhope project by utilizing the program staff and a 15 passenger van, when it is acquired (please see "Upfront Costs" on the bottom tab of the budget proposal).

16. What furnishings would be needed for this project?

Although the property currently has a lot of furniture that comes with it and that we can use, there will still need to be some furnishings purchased, such as queen beds, trundle beds, bunk beds, dressers (we can use the ones currently in the house but there are not enough), linens, towels, computers, etc. (please see "Upfront Costs" on the bottom tab of the budget proposal).

17. Could we prepare printed PR materials so that after closing, we can go out to other organizations/businesses in the community to look for community/corporate funding?

The DWCC Marketing Manager will be able to do this as soon as we have secured the property and make the final decision to move forward with this project!