

## 8 CRITICAL QUESTIONS TO ASK BEFORE CHOOSING A CHURCH BUILDING PARTNER

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“Dance with the one who brought ya”. Remember that advice? Sticking with the one you have committed to is honorable, but selecting the best partner can make your “dance” a whole lot more enjoyable.

In any construction project you are embarking on a serious endeavor. WHO you select is critical to the outcome of your project. It can mean the difference between success and failure, heartache and joy.





## **WHAT YOU SHOULDN'T DO WHEN CHOOSING A BUILDING PARTNER**

Your church has decided to renovate or build a new facility. Your next steps will include a process of determining who you will partner with to design & build your building. Your choice will be influenced by many factors. One major consideration will be the kind of delivery system you want to use. Such as, Construction Management at Risk (CMR), Design-Bid-Build (DBD), or Design-Build (DB). While the delivery system is important, it is only part of what should influence a church's decision on who they should partner with.

So many times churches are not able to identify the best partner because of the traditional RFQ and RFP process. The Request for Qualifications (RFQ) or Request for Proposal (RFP) process limits a church in being able to compare the major differences you'd want to make between potential church building partners. This is because the primary focus is on comparing costs rather than providing a way to compare who is the most skilled and proficient to be your building partner.

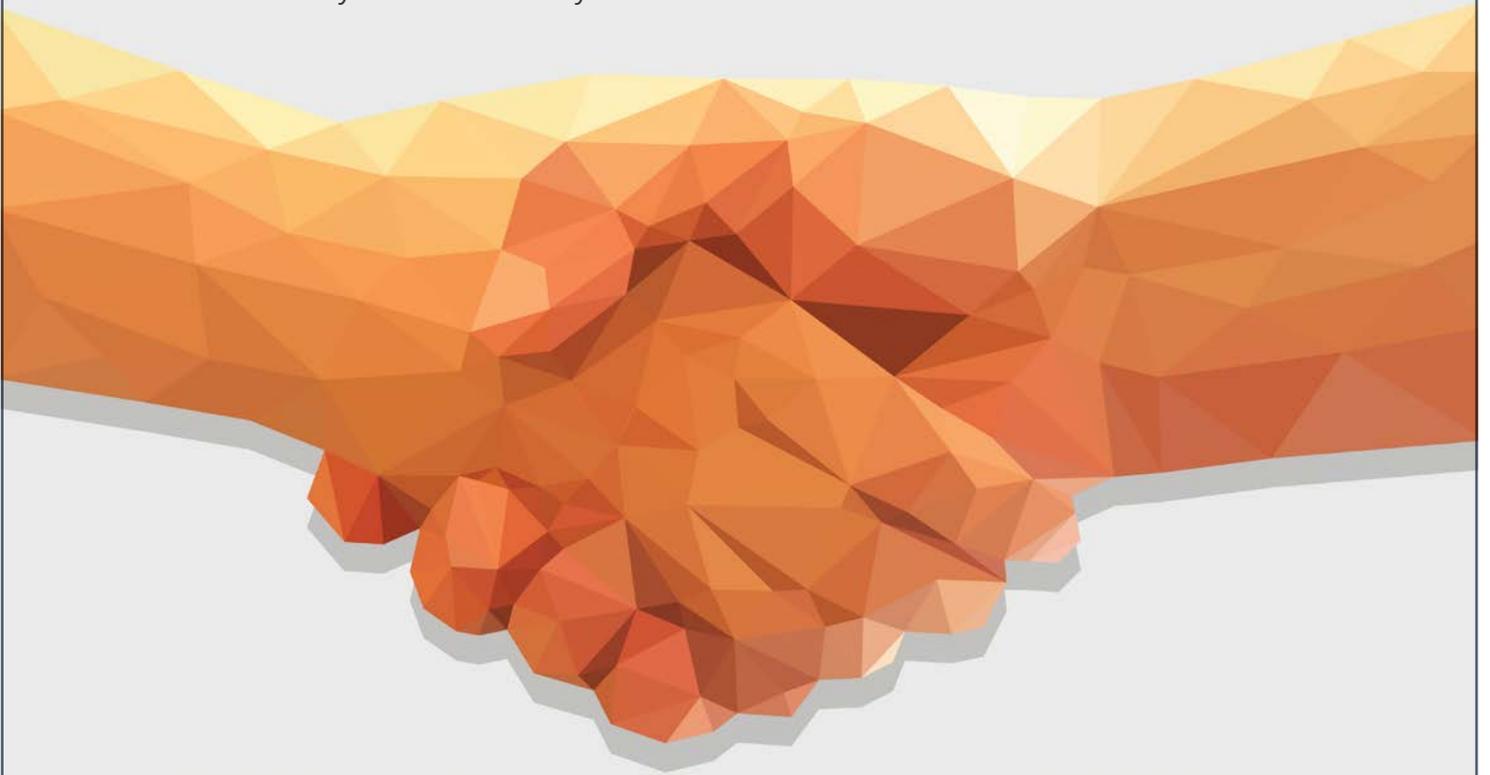
While it may be true that your church has bylaws that require a process that includes using the RFQ or RFP as a means for comparing building partners, relying only on an RFQ however will not reveal many important distinguishing factors. The result of this process puts the focus more on the cost per square foot and construction fees. What often occurs is that the church choosing "best price" results in an unsatisfactory outcome.



## **WHAT YOU SHOULD DO WHEN CHOOSING A BUILDING PARTNER**

Investigate any potential partner's ability to understand your ministry goals and objectives. The right partner will demonstrate by their processes and experience their ability to collaborate with you to create a space that will foster ministry success.

Strongly consider how you ask your selection questions. This will determine the kind of partner you choose and the kind of relationship you are able to have. The right partner will have your financial goals and interests in mind. Equally important is the right building partner will possess the ability to help you to get the right space to promote ministry effectiveness. During the interview process, with the right questions, this will likely become very evident.



## Here are 8 questions you should ask before selecting your partner.

1.

### WHAT POSSIBILITIES DO YOU SEE?

Have them walk through the facility and ask for their insights and recommendations. Have an open mind and listen to their opinions. What you're really trying to determine is their ability to "think outside the box" and how passionate they'll be about your project

2.

### WHAT WOULD YOU ENJOY ABOUT WORKING ON A PROJECT LIKE OURS?

Sit down and have a meal and see if you can get a sense for whether they have a genuine interest in the success of your church and ministry.

3.

### WHAT OTHER WAYS CAN YOU HELP US BUILD A SUCCESSFUL RELATIONSHIP?

Get specific and ask if they can help you in other areas such as funding, AVL, capital stewardship support, and branding.

4.

### WHAT DOES YOUR IDEAL CLIENT LOOK LIKE?

Aligning with a builders typical client can help towards a productive relationship. If your project is outside of what the builder does on a daily basis, there is a good chance it may not be the best fit.

# 5.

## **HOW MANY CHURCH PROJECTS HAVE YOU BEEN INVOLVED IN?**

Require 3 references on projects that the builder has finished so you can learn first-hand how the project went. Once provided ask these references 4 questions about their projects:

1. Was it on time?
2. On Budget?
3. How did they incur change orders?

What was the relationship with the builder before, during and after the project?

# 6.

## **HOW WOULD YOU DESCRIBE CLIENT RELATIONSHIPS BEFORE, DURING AND AFTER THE PROJECT?**

Were you responsive to your calls and questions? Do you feel like you met the expectations they set before the build started? Have you followed up with them after it was complete?

# 7.

## **WHAT % OF YOUR PROJECTS ARE FINISHED WITHIN BUDGET PARAMETERS?**

How that is accomplished? What processes and systems do you use?

# 8.

## **ARE THERE ANY PROJECTS WHERE YOU WERE ABLE TO SAVE A CHURCH SUBSTANTIAL MONEY ON A PROJECT?**

If so, specifically how was that accomplished?



## ENJOY THE DANCE

If you choose the right partner, building your church can be an exciting experience. Unfortunately, too many churches choose the wrong partner and end up with a partner who has bad rhythm and they end up with bruised toes, or worse.

1. The average tenure of a pastor after a significant building project is twenty-two months.
2. Over half of the churches in the U.S. have a set of plans sitting in someone's office that will never be built.
3. Construction is the second most litigated industry in the U.S., behind medical.

**\*CHURCHES BY DANIELS** employs a Design-Build platform using an integrated project delivery process. This process has taken Design-Build to a whole new level. In this method the designers and builders work as a single unit taking ownership of the project with you from the very start. Each member of the team is accountable and shares responsibility for the overall project. Churches by Daniels embraces this delivery method because of the maximum results in outcome, value, and client satisfaction that we have seen.

**Building Forward**  
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