

## LIGHT GLOBAL MISSION CHURCH

### CLIENT PROFILE

Light Global Mission Church was founded in 1997 as a mission of Global Mission Church, Silver Spring, Maryland, a previous Ziegler client dating back to 1993. During its first ten years of existence, Light Global Mission Church grew to a membership of over 1000 and became well known in Fairfax County for its innovative ministry model and active missions programs. Founding Pastor Sekyu Chang has led the development of these programs and has promoted a vision of growth for the entire ministry. In 2004, the church set out to achieve its goal of operating a large campus and purchased a 28-acre property containing a 77,000 sq.ft., two-story commercial facility.

### THE ZIEGLER DIFFERENCE

As a trusted advisor and lender to Light Global Mission's sister church in Maryland, Ziegler quickly became the preferred partner for the church's financing project in Fairfax County. The church teamed with Ziegler in fall 2007, and Ziegler's financing group quickly began the process of understanding the church's needs and the nuances of its project. At its core, the transaction involved the refinancing of the church's existing debt and the funding of costs associated with the renovation of its commercial facility. However, the project also involved the sale of a portion of the church's 28-acre campus to an area developer looking to construct a large retail shopping center. As an additional consideration to the financing, when the church purchased its new facility, it became landlord to two long-term tenants leasing space on the first floor of the 77,000 sq.ft. commercial facility. The church understood that this complex real estate transaction required the involvement of



#### Light Global Mission Church - Fairfax County, VA | \$12,070,000

\$9,070,000 First Mortgage Bonds

\$3,000,000 Construction Line of Credit

an experienced lender who would work with the church through any potential issues. Ziegler's financing team filled that role and throughout the process took the time to recognize the church's needs and to ensure that all necessary facets of the development of the church's property were completed prior to funding. Ziegler also took the time to understand the church's unique credit profile and the effects of the church's role as landlord to two commercial tenants. After working with the church step-by-step through the process, Ziegler was able to refinance the church's existing debt with a \$9 million long term fixed-rate bond issue and to fund the renovation costs and other expenses associated with the development of the church's campus with a \$3 million bank line of credit. With the needed financing in place, the church was able to move forward with the development of its campus, which will enable the church to expand upon its ministry and missions programs and to accommodate the strong growth that it expects in the future.

*"The service provided by Ziegler was "A+." Ziegler's expertise and professionalism in the field of church financing were exactly what our church needed. We pray that God continues to use Ziegler as His instrument in providing necessary financing to other churches expanding their ministries."*

**Andy Cho,**  
Light Global Mission Church

This client's experience may not be representative of the experience of other clients, nor is it indicative of future performance or success.



#### ZIEGLER CAPITAL MARKETS

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