

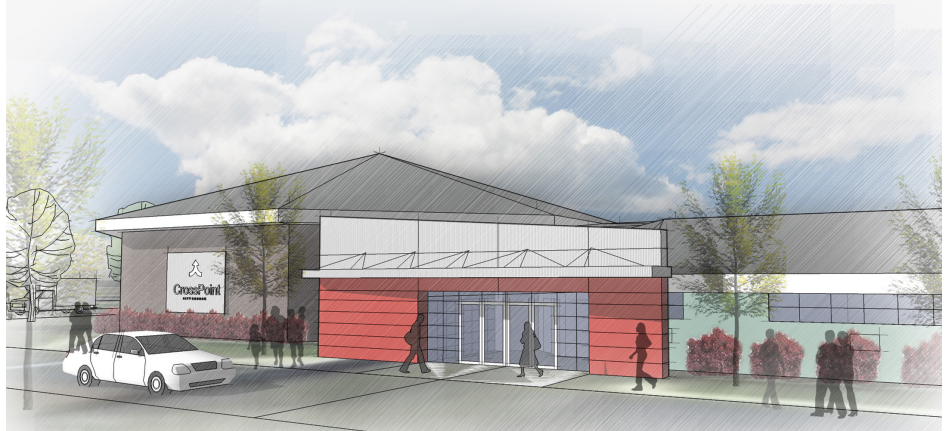
ZIEGLER INVESTMENT BANKING
CASE STUDYCROSSPOINT
CITY CHURCH

CLIENT PROFILE

CrossPoint City Church began as a church plant in 2006, with a small group of families meeting at various locations. Throughout 2007, the church's average weekly attendance grew from 250 to 550 people. In 2009, the church purchased, renovated and moved into its first facility, which is still the church's current location. Originally constructed in 1995, the 15,476 square foot facility includes a 300-seat worship space with administrative offices, located on one acre on Tennessee Street in Cartersville, Georgia. By 2010, weekly attendance had grown to 750. In 2012, the church welcomed a new lead pastor, James Griffin. Under Pastor Griffin's leadership, the church continues to grow, and current average weekly worship attendance is 1,180. As a result of this considerable growth, the church began searching for a larger space and located a property just two miles southwest of the church's current location.

In 2017, the church moved forward with the acquisition and renovation of this 27,386 square foot church/multipurpose building, containing an 875-seat worship sanctuary, classrooms and offices, located on Old Mill Road in Cartersville. Interior renovations will include the expansion of the lobby area and the addition of a new roof, new HVAC units and a new audio/visual system in the sanctuary. Exterior renovations will include removal of the steeple, painting of the entire exterior of the building and adding signage along Old Mill Road. Upon completion of the renovation project, the church will move all of its ministry operations to the Old Mill Road site and plans to market its current Tennessee Street site for sale.

While the church had raised substantial funds for the purchase and renovation of its new site, leadership sought out a lender to fund the remaining costs, as well as possible future expansion opportunities.



\$3,900,000 | Acquisition & Renovation Funding
CrossPoint City Church | Cartersville, Georgia

THE ZIEGLER DIFFERENCE

Church leadership considered different lenders but ultimately chose to partner with Ziegler, recognizing the value of a long-term fixed rate financing and its expertise in lending to religious organizations.

In January 2017, Ziegler closed on a 25-year fixed rate financing package with the church, which was used for the acquisition of the new church site, to complete the renovation project thereon, and also to retire a small outstanding bank loan.

The financing through Ziegler offered a true fixed interest rate, with no prepayment penalties. Ziegler's financing structure also provided the church with the ability to refinance its outstanding bank loan and consolidate it with the new debt at a long-term fixed interest rate, which church leadership strongly valued. Ziegler's financing structure additionally avoids any large balloon payments during the life of the loan,

which simplifies budgeting for future years. As a rapidly growing church, with the potential for expansion at its new church site and the possibility of future financing needs, the open-ended mortgage feature is another advantage of Ziegler's financing program.

"Ziegler was the right lender for us. Our deal was so creative and to make it work, Dave Schlosser continually found solutions to keep moving forward towards our end goal. The Ziegler team worked consistently hard for our dream of a new building to become a reality. I am looking forward to working with them in the future"

Suzy Jordan
Executive Director
CrossPoint City 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 INVESTMENT BANKING

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