



Front Range Christian School

Littleton, Colorado

Brian W. Meek, President

Project Summary

Business Development...Making a K-12 education possible and sustainable!

Front Range Christian is an independent, non-denominational Christian school serving over 400 students K-12. We will celebrate 15 years of ministry this fall. Christian Schools the world over face a very real threat to sustained ministry...Finances. Traditional funding, especially for independent schools, often fails to support quality facilities, programs and people. My project focuses on pursuing ways to make sure that others have the opportunity that these three girls had as they hugged on the playground together in Kindergarten and walked down the graduation aisle as Seniors.

3rd Party Revenue- The Master's Talent! Matt. 25

Rental Income

- 35,000 sq. feet. Churches, Vet, Hair Salon etc
- Performing Arts Center for concerts, church, seminars, plays
- Vision for other income producing properties

Compatible Businesses

- Dance Studio
- Youth Sports Organization
- Karate Studio
- Abstinence Ministry

Partnered Businesses

- Music Academy
- Pre-school and Daycare- Evaluating Purchase
- Hot Lunch Program

School owned Businesses

- Baseball Training Center
- Coffee Shop and Coffee Roasting
- Photography/Video Studio



Project Results

Sustaining the Future of Christian Education

- Created LLC for Business Operations
- Established Vision for Businesses
- Parent Volunteer Organization P³- the Engine of Profit
- Goal to support scholarships and staff compensation

Results:

Sustainable Revenue, Marketing, Program Growth, Outreach

Income From Business Development

Lease:	\$600,000	
Hot Lunch:	\$ 18,000	
Coffee Shop:	\$ 15,000	
Photo Shop:	\$ 10,000	
Baseball Training Center:		\$ 24,000
Total Income:	\$667,000	

Marketing:

- 2,000 kids on campus annually
- One stop shopping- music, karate, dance lessons and coffee to boot!
- Community Concerts

Program:

- Enhanced Electives i.e. Karate, Dance, Music
- Purity Education
- Weight Training, Baseball Training
- Pre-school/After-school provides service and feeds Kindergarten

Outreach:

- Parent Education and Evangelism in Pre-school
- Coffee Shop Ministry
- Student Outreach to Tenants

Plan Going Forward:

- Focus on Profitability in Each Segment
- Launch Next Wave of Businesses
- Increase Vision to Community
- Increase Revenue to \$800,000 2009/10

What We Have Learned

Project Benefits:

- Unique and distinct property
- Kids all over the place
- Relationships and community
- Improved programs
- Becoming known in our community
- Vocational training for special needs students

Challenges:

- Need competent owners
- Training volunteers
- Reliability of volunteers

Key Advice:

- Keep eyes on mission and vision
- Not all good things are the right things, have a good decision model

