

Mandy Diaz, Head of School
Van Lunen Fellow, 2015-2016

Monarch Christian School
Chatsworth, California

Consultant: Sarah Guldalian
Partnering with Zach Clark,
Leadership and Development



Capturing Hearts for an Urgent Need: A Capital Campaign in a Young, Small School

Overview

Having grown from 11 students in a one-room schoolhouse in 2010 to a school serving over 150 students in infant- fifth grade, the leadership at Monarch Christian School recognized that, to be successful in our mission and vision, we needed to own our physical campus. For the 2015-2016 school year, Monarch was at capacity in over half of our classes and our physical footprint was at a maximum in our current layout.

With this in mind, the Board of Trustees and I set out to create a plan to raise a \$1,000,000 down payment to secure our campus in phase one of our growth plan, which would allow for a physical expansion of our Early and Elementary Education programs and enable us to start our middle school, launch special education programming, and increase our financial base. It was clear that this was the first step in making our strategic plan a reality.

In March 2015, we learned we had until December 24 to secure a \$1,000,000 down payment and find a bank that would finance a young school that, while fiscally sound, didn't have an extensive credit background. In the summer of 2015, I began the Van Lunen Fellowship and quickly saw that Zach Clark would be an excellent support for our project. His partner, Sarah Guldalian, served as our consultant.

In mid-November, we had raised just over \$110,000. All doors were closed to us, all donors had been met with and followed up with, and all we could do was wait for a miracle.

On December 21, three days before our deadline, a donor confirmed that he would donate \$1,000,000 to our property purchase. In God's amazing timing and will, the donor also offered to carry the loan on the property, allowing us to forgo using a bank for the remaining portion of property. The purchase price was renegotiated to \$2,000,000 and we closed escrow in February of 2016.

This project's success has been transformative in our community's faith in the Lord and His plan for our future!