

9 November 2009

To: Trinity Evangelical Lutheran Church of Camp Hill, Council

From: Strategic Planning Committee (SPC)

Subject: Report to Council (Transportation Ministry)

Mission: The SPC was tasked with reviewing the needs of the Church's current ministry programs regarding transportation support. The results to be reported to council by November 2009.

Intent: Identify current and immediate transportation needs of the church and present results of the study along with a recommendation for council to consider.

Task 1 – Identify the current needs of the Church for transportation to support ongoing mission programs.

Task 2 – Identify the future use of Transportation in helping carry out the church's mission.

Facts:

- Trinity has no formal transportation ministry program to support the mission work going on by the Church and their members.
 - Program administrators are left to coordinate their transportation requirements to support their own programs.
 - There is no formal written policy regarding liability coverage for the church when volunteers drive their own vehicles.
 - A number of home bound members are not able to attend church worship and other activities due to lack of transportation.

Discussion:

The SPC members collected data from current staff members and mission managers identifying over 16 annual mission opportunities that could benefit from a dedicated transportation ministry, most notably transportation assets owned by the church. Here are list of some of the mission programs that would benefit immediately from these transportation assets.

- Adult Christian Education Ministry (Weekly Bible Study, Sunday School, Sup/Studies)
 - Campus Ministry (i.e. Messiah College)
 - Youth Group Ministry
 - Worship Ministry
 - Prison Ministries
 - Lutheran World Relief Ministry– New Windsor, MD
 - Mission Retreats (Seniors, Men, Woman, YG, & Boy Scouts...)

Quantified numbers from the Survey Data Collected by the SPC:

CURRENT PROJECTIONS	# of Passengers	Days of Use
TOTALS	400	174
Maximum Size Use	40 -60	6
Minimum Size Use	10	92
Mean Size Use	25	44
Average Size of Use	26.4	32

Transportation assets (buses, vans, and automobiles) there are a number of organizations both private and public that are willing to support the church transportation ministry by offering grants, donations, and little to no financing.

Summary/Recommendation:

It is the opinion and advice of the Strategic Planning committee that a Transportation ministry program be established, supported, and resourced with around \$24,000 to help other ministry programs of the church to be successful in helping reach into the community to bring them the message of Christ's good news and salvation.

As a Disciple in making, helping to make disciples,

William F. Foos
Chairman of the Strategic Planning Committee
& the Members of the SPC...

Fred Bohls
Doug Bonsall
Arlene Corso
Pastor Nancy Easton
Joe Fiedler
Bob Frymoyer
Joe Hunter
Mike Schwalm
Bill Tauriello
Debra Wilson
George Wirt

ATTACHMENT:

Below are the marketplace findings on vehicle options.

L. B. Smith Ford (Lemoyne):

Does not recommend leasing as no manufacturers (Ford, GM, and Chrysler) wish to lease vehicles any longer as they ended up with too much inventory, valued less than what was owed on it. Told us that this is the reason why we no longer see any lease incentives out there in the marketplace vs. only a few years ago when everyone wanted you to lease.

They have a 2009 Ford, 15 Passenger van, 18K miles, for \$26,220. Were also told that since we are a church, they would work with us on the price, especially if we were getting 2 vans.

Gave us a valid comparison LEASE vs. BUY:

If we leased this van, new – cost per month would be \$1,200 - \$1,300, limited to 12K miles per year, \$.34 for every mile over.

If we purchased the above used van (assuming zero down and good credit) – cost per month \$500 - \$550

Sutliff Chevrolet (Harrisburg):

Echoed precisely what L. B. Smith told us in terms of the whole lease option – not popular anymore and while you can do it, it is no longer the most cost effective (cheapest) option.

He also has a 15 passenger van used, 19K miles on it -- \$25,590. Quoted a monthly payment of \$510 to purchase. He also said we could get a better deal, if we were willing to go a little higher on the mileage, say around 25 – 30K miles on a vehicle – just something to consider.

Enterprise Rent-A-Car (Web Site):

They too, have used passenger vans for sale.

2008 Chevy Express, 15 passenger van, 40K miles -- \$20,099

Rohrer Bus Corporation (Duncannon):

They have nothing in our price range (used). Their specialty is in buses and conversion vans. A 15 passenger Para Transit bus is \$60K, new.

Hertz / Penske Truck Leasing (Harrisburg):

They also spoke against leasing, unless we were a business, who was going to use the van every day that trying to amortize the leasing costs of a vehicle which may be parked for days on end vs. one used every day is difficult to justify.

They do lease 15 passenger vans for clients, but he told me it would be over \$1,000 per month, depending on the model. He recommended the purchase of a used vehicle.

Access Bus & Van Sales (Etters):

He said that both Sutliff and L.B. Smith's prices were high on used vans. He claims he has 15 passenger vans with mileage as low as 13K miles for just under \$20,000 ('09 Models) – that is a decent cost avoidance.

That said however, we are overlooking one crucial point with these passenger vans: they do not provide access to folks who are disabled or in wheel chairs.

Tim recommends a 15 passenger Para Transit bus, which does not require a CDL license in the Commonwealth of PA. Insert Arlene's findings and pricing here.

Keim Pre-Owned in Lancaster

15 Passenger Para Transit Bus (No CDL required):

Steve Rupe is the owner of Keim Pre-Owned in Lancaster and a former Trinity member. He offered two options:

- 1) 2007 Ford, Para Transit bus, 35,000 miles, \$19,000.
- 2) 2000 Ford, Para Transit bus, 200,000 miles, \$1,000. For additional \$5k, we buy a brand new engine and transmission from Ford – A cost avoidance of \$11K when you factor in the labor as well.

Steve said he will personally warranty the vehicle for us through his dealership.

In closing, the SPC; based on the market research conducted, recommends to Church Council the purchase of both a used van and Para Transit bus for the purposes of establishing and fulfilling the needs of the Transportation Ministry.

CHURCHBUS.COM

Used and new buses and vans. They are a Christian owned company that is a ministry arm of the largest bus distributor in America (Midwest Transit). They provide financing for purchase and lease options. (2 – 6 years)

- 1.) 14 Passenger bus; Ford E350, 5.4L Gasoline engine, 255 HP \$43,500 (new)
Optional Hitch \$435, Graphics \$375 - \$550
- 2.) 25 Passenger bus: Ford E450 Super duty chassis, 6.8L V-10 Gasoline Engine, 350 HP \$53,500 (new)
Optional Hitch \$425, Graphics \$375 - \$550
- 3.) 28 Passenger bus; Chevy 2009 Starcraft with rear storage compartment, \$74,950