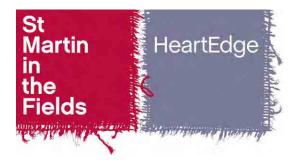
# The United Reformed Church Ministers' Gathering 2022

HeartEdge Workshops: Tuesday 10th & Wednesday 11th May How can we use our buildings for change?





An ecumenical **network**, HeartEdge brings together people to share ideas, experiences, do theology and develop their church community. We are developing in the UK, US, the Netherlands, South Africa...and elsewhere...

HeartEdge is about churches developing 4 C's:

- Commerce
- Culture
- Congregation
- Compassion

HeartEdge Website: <a href="https://www.heartedge.org/">https://www.heartedge.org/</a>









HeartEdge



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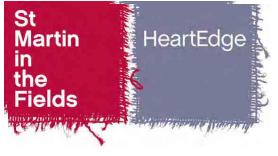






commerce compassion

culture

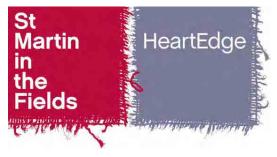


## Culture:

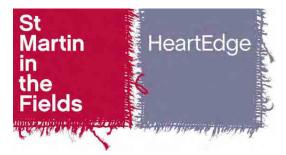
Art, music, performance re-imagining the Christian narrative for the present



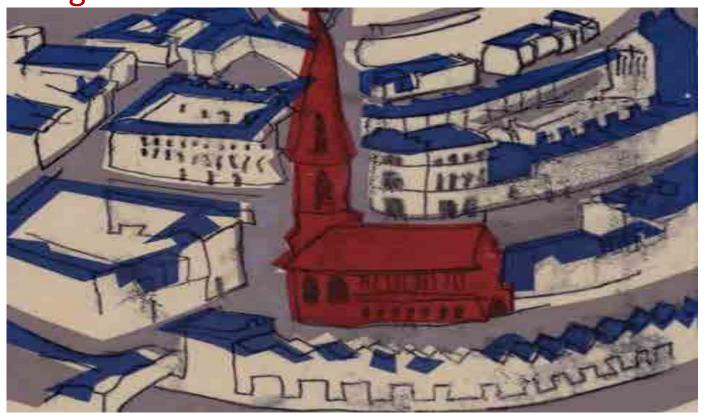
# Commerce: Generating finance via enterprise, creatively extending mission



# Congregation: Inclusive liturgy, worship and common life



Compassion: Empowering congregations to address social need How can we use our buildings for change? What's working for us....



What's Working for Us?

St Andrew's, Hertford:

Our Lockdown in 30 Objects



How will culture define who we are and link our church to our local and creative community?

Our mantra: Who is it for and what are you trying to achieve - and constantly referring back to that.







"We invited the contributors to be community stakeholders in the exhibition, people who can represent different groups and a different sort of experiences."

# Prestonvill Lukes

### St Lukes Prestonville, Brighton

- \* The Real Junk Food Project
- \* Brighton & Hove Centre for Spirituality
- \* St Luke's Community Garden

Rev Martin Poole says Yes: whatever requests come in start by saying yes...

2020 saw our community work take over in a really positive way. We found a real solidarity with our partners and by pulling together, our relationships are better.

95% of our Community Volunteers are from our immediate neighbourhood and not our congregation. We set up a network, or 'starter group', of 30 people and in ten days we had 70 people.

As 'frontline' workers, supporting the most vulnerable in our community, we have been able to stay open for groups such as the AA Recovery group, and have added an additional Narcotics Anonymous group.

The Real Junk Food Project is preparing and distributing 80 hot meals a day from our kitchen.



Brighton & Hove

Centre for Spirituality





















THANK YOU!

FOR YOUR CONTINUED SUPPORT OF HOLY NATIVITY'S CHURCH PANTRY!

Life with God at Holy Nativity





# Key components of the process

- Listen
- Talk and discuss with key stakeholders
- Vision "Craft"
- Scope data strategy and goals
- Levels of ownership who is going to be in charge?
- Turf and terms whose turf and whose terms?
- Define Success as a group
- Assess digital literacy and platforms
- Measurement tools to assess success how will you capture people's emotional responses to your event or programme?
- Reflection, Review and Feedback
- Consistently redefine goals: build an audience, build financial sustainability
- Develop ongoing support and talent development

# What are the Resources & Assets available?

- Venue
- People: Staff, Volunteers
- Technology: IT and Ticketing
- Production
- Money
- Time
- Energy
- Vision/ Motivation
- Geography/ location
- Partnerships

= a Strength-based "Audit":

# **Tools: Business Model Canvas**

#### **Key Partners**

Who are our key partners or collaborators?

Who are our Key Suppliers?

Which Key Resources are we acquiring from partners?

Which Key Activities do partners perform? How will we manage these relationships?

#### Motivations for partnerships

- Optimisation & Economy
- · Reduction of risk and uncertainty
- Acquisition of resources and actions

#### Key Activities

What Key Activities do our Value Propositions require? Distribution channels? Customer Relationships Revenue streams?

#### Categories

- Production
- Problem solving
- Network

#### Value Propositions

What value do we deliver to our customer/visitor/community?
What do we offer that's unique?
What specific needs are we solving?
What services are we offerine?

#### Customer Relationships

How will we interact with our customers?

#### **Customer Segments**

Who do you sell to – Who do you help? What groups of customers are you

providing value for? What are their characteristics? How would you describe your different customer groups?

#### Kev Resources

What Key Resources do we need to create and deliver our value propositions?

#### Channels

What are the most effective methods to reach/ communicate with our customers?

#### Cost Structure

What are the most important costs inherent in the BM?

Which Key resources are most expensive?

Which Key Activities are most expensive? Are they fixed or variable?

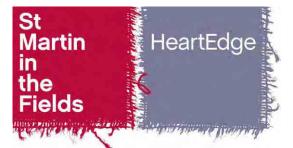
What economies of scale can we hope to achieve?

#### Revenue Streams

What sources of income do we have? How much income will our customers generate?

Do we have a mix of customer segments that will drive different revenues?

More on how to use the <u>Strategyzer BMC</u> or on <u>YouTube on this link</u>



## Padlet Exercise:

# What's working for you?

Contribute to the Padlet on this QR code by posting an image, a word or two, a vision statement or whatever captures where you are or where you would like to get to:



# Who is it for and what are you trying to achieve

- The mantra is key: Who is it for and what are you trying to achieve and constantly referring back to that.
- Believe in your exhibitors. To see people really take the concept or idea, and run with it is fantastic.
- Put yourself in the shoes of the people who are coming and give them the personal space and means to respond.
- To be sensitive and lead pastorally.
- What motivates you to do this?
- What do you have to say that is important?
- What do you want people to experience or feel from your ideas?
- Who are you doing this for?
- How will it change the world or your part in it?

# Impact, Measurement & Review: Are you Measuring this?

- ❖ What does success look like? How will they be measured?
- ❖ What challenges need to be overcome? How will they be measured?
- What do we already do well and can build on for ongoing recognition? How will they be measured?
- ❖ What values are the main drivers of our growth? How will they be measured?

# How can we afford (not) to do this?

## Getting buy-in from?

- Funders
- Partners
- Stakeholders
- Council





## Get in touch:

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