Quivira Land Strategy FAQ
(Frequently Asked Questions)

These FAQ’s were developed by numerous members of the team that guided the investigation and recommendation regarding the use of land at Quivira. Combined with the presentations being offered at both campuses, we hope they will give you an insight into the thought, research, and prayer that guided the team and the Elders.

Why do the Elders want to sell part of the property at the Quivira site?

There are essentially two reasons that the sale of land is being pursued:

1. We have a current obligation to build a $3M road, which has been an impediment to ministry plans at Quivira. This obligation was part of our initial land purchase agreement as required by the city of Overland Park and prohibits any construction on our site until the obligation is completed. We also have facility needs at both sites and, though we have substantially reduced the debt over the last several years, we still have a $2+ debt obligation. Proceeds from selling this land can be used to help address the road and other needs.

2. We want to be good stewards of the resources God has provided us. Allowing land to sit idle, when we do not foresee being able to use it, is not a good use of resources. Further, this land could be used by others and could draw many, potentially unchurched, people to close proximity of our facility. Session does not want to sell land that has future potential for impactful ministry use. It was imperative in this process to determine how much land could be expected to be used for generations of ministry.

How did the Elders come to this conclusion?

Session has prayed about and discussed this topic for many years. Our obligation to build the road has been one of our significant impediments to any plan to expand or improve the facilities at Quivira. Now that we have addressed our denominational issues and have been working diligently to eliminate our debt, it is time to address the road.

How do we know how much land we might need in the future?

The team analyzed this question through extensive research, discussion, and prayer. Once we confirmed the general vision for ministry at the Quivira site we used 3 different approaches that converged on a range of 35 to 50 acres as realistic for any future ministry needs we might have: bottom up estimate, high-level estimate, and a comparison with other facilities.

Bottom Up – We determined how much land we would need for traditional church functions (such as worship, fellowship, teaching, youth facilities, parking, etc.) and then added an amount of land that could accommodate future God-sized visions we might have. The traditional church functions included space to accommodate a
1,200 seat sanctuary, parking to match, expanded classrooms, youth houses, a large fellowship hall, and expanded kitchen facilities. For future ministry use, we spent time brainstorming every possible use of land we could think of, from dog runs, coffee houses and community centers to orphanages and collection sites for ministries like Harvesters. We allowed ourselves to dream of anything that might be useful in impacting the community and reaching people with the gospel. We then organized and analyzed this list to discern uses that were real, impactful ministry, how much land is estimated to be needed, and the magnitude of costs that would be involved. The combination of traditional church, future ministry dreams and some contingency resulted in 50 acres of potential use. We didn’t consider our results to be a blueprint, don’t expect all of the uses we dreamed to become reality, and expect we missed something, but it was agreed that this amount of land would allow for major ministry use for future generations.

High Level - The second approach was a high-level look at land requirements based on traditional church planning rules of thumb. We accounted for all typical major land uses and rules of thumb for how much land would be needed. We also allowed for some contingency. This approach determined that 35 acres would accommodate anticipated church use and ministries in the long term.

Comparisons – We looked at how much land other local churches have used. The local comparison allowed familiarity so that we could easily relate the scale of the church to Colonial. A simple comparison is the Wornall campus, including the parking and youth houses, which occupies 10.4 acres. A site three to five times the size of Wornall is realistic and will allow for truly amazing ministry.

Another comparison is a church, with an attendance of over 12,000 and a 3,500 seat sanctuary. It sits on 35 acres and despite massive growth, large facilities and large ministry outreach still has significant room to grow. We feel the comparisons reinforced the determination that 35 to 50 acres will be sufficient and will allow for God sized ministry plans.

How much and which land would we sell?

Session intends to only sell excess land, or land that is not envisioned to be needed for future ministry use. The land strategy team has been analyzing the potential land use and has determined that 35 to 50 acres is sufficient for ministry at this site. The remaining 75 to 90 acres, then, should be considered for sale.

There is not a precise plan defining the boundaries of land to be sold at this point. Previous discussions with developers have resulted in a variety of plans. It is important to have some flexibility with the layout in order to maximize any opportunities available. There are generally two areas that will be considered for sale – a northern tract, and an eastern/southern tract. Neither of these areas figures into our current or future facility plans.

The northern tract runs along 135th street between Rosehill and the Clear Creek Apartments to the east. This area is zoned for special use, multi-family dwellings. It was originally intended as a senior living facility but can probably be rezoned for commercial use. Colonial will consider offers for either use. These are labeled tract A & B on the site maps.
The eastern/southern tract runs west from Quivira. The southern edge runs next to the existing homes between Quivira, potentially as far as Rosehill. This area is zoned for single family, residential housing and is not expected to be rezoned. These are labeled tract D & E on the site maps.

Due to the fact that these plots are zoned for different uses, we expect to sell them separately. Since the eastern/southern tract is zoned residential and there is already existing interest by several developers, we expect it to be sold first which will help pay for the road. However, we will likely request proposals for both tracts at the same time, and the timing could work out differently.

**How much does it cost to build 137th Street?**

Technically, we need to construct both 137th street and a remaining portion of Caenen Street that will connect 135th and 137th streets. The Session is working to complete preliminary engineering plans so that we may obtain actual, fixed-price proposals from contractors. Until we have the final engineering plan, we must work with estimates from prospective contractors, engineers, and developers. Presently, we estimate the costs for road construction to be between $2.8M and $3.2M.

**Is building the roads really our responsibility?**

Yes. Nearly 20 years ago, the City of Overland Park made road construction a prerequisite for any future expansion and development at our Quivira site. No additional improvements or parking can begin until the road is constructed. There is a possibility that Colonial could transfer the responsibility for road construction to a buyer of our property and might become part of the negotiation process with prospective bidders. So, unless we transfer responsibility to another party, road construction is our obligation.

**How much is our land worth?**

Land values can change quickly and weighing the risk and reward of land speculation is very difficult. There are many factors impacting the worth of our land. The items that impact land value include: amount sold at any one time, zoning, market, economy and development costs (road obligations for example). These factors will dramatically impact the value per acre. In general, the southern property, zoned residential is estimated at $40-$60K per acre pending items above. The Northern multi-tenant or potential Commercial acreage could be worth $5 to $8 a sq. ft.

For reference, should we sell every acre of available residential land to our South, we still may not be able to cover the cost of the road, much less any improvements or debt retirement. Likewise, selling the tract north of 137th may also not cover the total cost of the road.
Who is likely to buy our land and what might they do with it?

The Land Strategy Team and the Land Transaction Team have spoken with several prospective buyers of our property. We expect that the southern portion of our property likely would be purchased by a developer that would build a neighborhood of single-family homes. The northern portion of our property might be sold under its current zoning to a developer of senior housing or may well be rezoned and sold to a commercial developer.

What will happen to the garden and the pond at Quivira if we sell the land?

Colonial’s “God’s Garden” ministry at Quivira has been an amazing blessing to our congregation, an abundant source of food for the hungry in our community, and a ministry that draws people from the community into our midst. Colonial is committed to continuing the ministry of “God’s Garden.” In fact, space for the garden and a water source is included in the tabulations of the 35-50 acres that Colonial would retain if we sell land.

As we negotiate the sale of some of our land, we will work with engineers, planners, and potential buyers to identify the very specific parcels that would be sold. It is likely that the land where the garden is presently situated would be not be part of a sale and, therefore, would be retained. However, until we receive proposals from prospective buyers, we will not know for sure.

The pond on the Quivira property is the water source for our garden. Because of its location, the pond may be more difficult for Colonial to retain. Session would work with prospective buyers to retain the pond or to negotiate an arrangement that allows Colonial to use the pond as a water source. If no such arrangement can be made, we would either dig a well to provide water for the garden or create a new pond on land that we would retain.

If we sell land, are we indirectly saying that we misunderstood God’s direction when we originally acquired the land?

No. The Elders see the land as part of God’s continuing provision for Colonial. We honored the Lord’s direction in the 90s when we purchased the land and miraculously paid it off in very little time.

Likewise, we continue to depend upon the Lord’s direction and provision for us in 2015. Our land has appreciated in value significantly in the intervening years. And, the sale of some of the land will enable us to better use the land that we continue to own while removing our fixed obligation to construct roads.

Do we have any obligations on what we do with the land? Did we dedicate it to God? Did we promise the sellers anything?

Session believes there is no binding prohibition to selling land. Based upon our research, we find no specific commitments made by Colonial to the sellers of the land about our detailed intentions for its use. Our land has been prayed over for many years as we sought direction for its use—both before we purchased it and after. Though we initially created a site plan as required by the city outlining potential uses and buildings, we did not dedicate a specific piece of our property for a specific purpose that has not already been fulfilled.

How soon would Colonial add parking and a youth facility at Quivira if the land sells?
There is not a definitive date or timing for adding parking or a new youth facility. Neither project could be completed & used/occupied until the road construction is completed, unless the city gives us a waiver to begin construction on these projects at the same time that the road construction begins. While initial planning (including capital appeal options) has already begun for both of these efforts, commitments will not be made until land is sold, which requires congregational approval.

Specifically regarding the youth house, prior to a build, alternative options/locations will be fully vetted. The key objective for timing (for both parking and youth facility) is to ensure ministry is not negatively impacted.

**Could we retain the land and lease it or develop it into something that would provide an income stream to the church?**

Absolutely, however we must consider the core competencies of the church and whether we have the resources (financial, vision & skills) to develop and execute a revenue generating plan. There are local examples where this has not been successful. During the Strategic Narrative Committee’s discernment period, we asked ourselves, what needs are not being met in our community and what needs are already being served?” An example would be a Christian based Community Center. While it is a God honoring thought, should Colonial develop a business model that would compete with numerous local, regional & US Fitness centers, public facilities and other community centers such as the Jewish Community Center all within a 5 mile radius?

With that said, to date we do not have a vision for a revenue generating plan based upon land zoning and call.

**What does the sale of land say about the future of the ministry at Quivira and the potential growth of Colonial by adding additional ministry campuses?**

The Elders have discerned that Colonial's mission may best be accomplished through multiple locations throughout the metro rather than one centralized, large and expensive locale. Having said that, the acres recommended for retention will still allow us to more than double the size of our current congregation at this location should God so choose to move in that way. In addition to growth at our current sites, we also anticipate growth through church planting, the development of micro-communities, and/or the establishment of additional sites.
What obligations, present and future, does the church face and how would selling land help to meet those obligations?

The obligations/ opportunities that are most immediate (in the next two years) are:

- Pay off Current Debt $2.3M
- Street Construction (137th & Caenen) $3.1M
- Quivira Campus Signage and Parking expansion $0.2M
- Youth House / Activity Center $1.7M
- Facility Improvements at Wornall $1.0M

Total $8.3M

Beyond these short term needs, we know that if current attendance growth continues, we may also need to expand our Quivira worship / fellowship/ classroom space.

The proceeds of land sales, although not enough to meet all short term obligations, could fund a significant portion of these. This would free up future capital fundraising capacity to address the balance our opportunities to grow.

**If we sell land does that mean we will finally get out of debt?**

We sense an obligation to construct the road we have promised to build for Overland Park with the first $3M we earn from land sale proceeds.

Depending upon how long it takes to sell the rest of the land, we may attack the remainder of the debt through a 2016 Capital Campaign (among other projects) so that we can finally be free of debt and utilize future proceeds (above and beyond the cost of the road) towards other projects and obligations.