



Pitch Deck 2023
Creating Paths. Changing Communities.

PATHMAKERS
FOUNDATION

+ Problem

Ministry leaders need funding and expertise that are mission critical to their community development efforts.

Pastors need business acumen and economic ways of thinking.

Churches hold **valuable assets** that are not monetized.



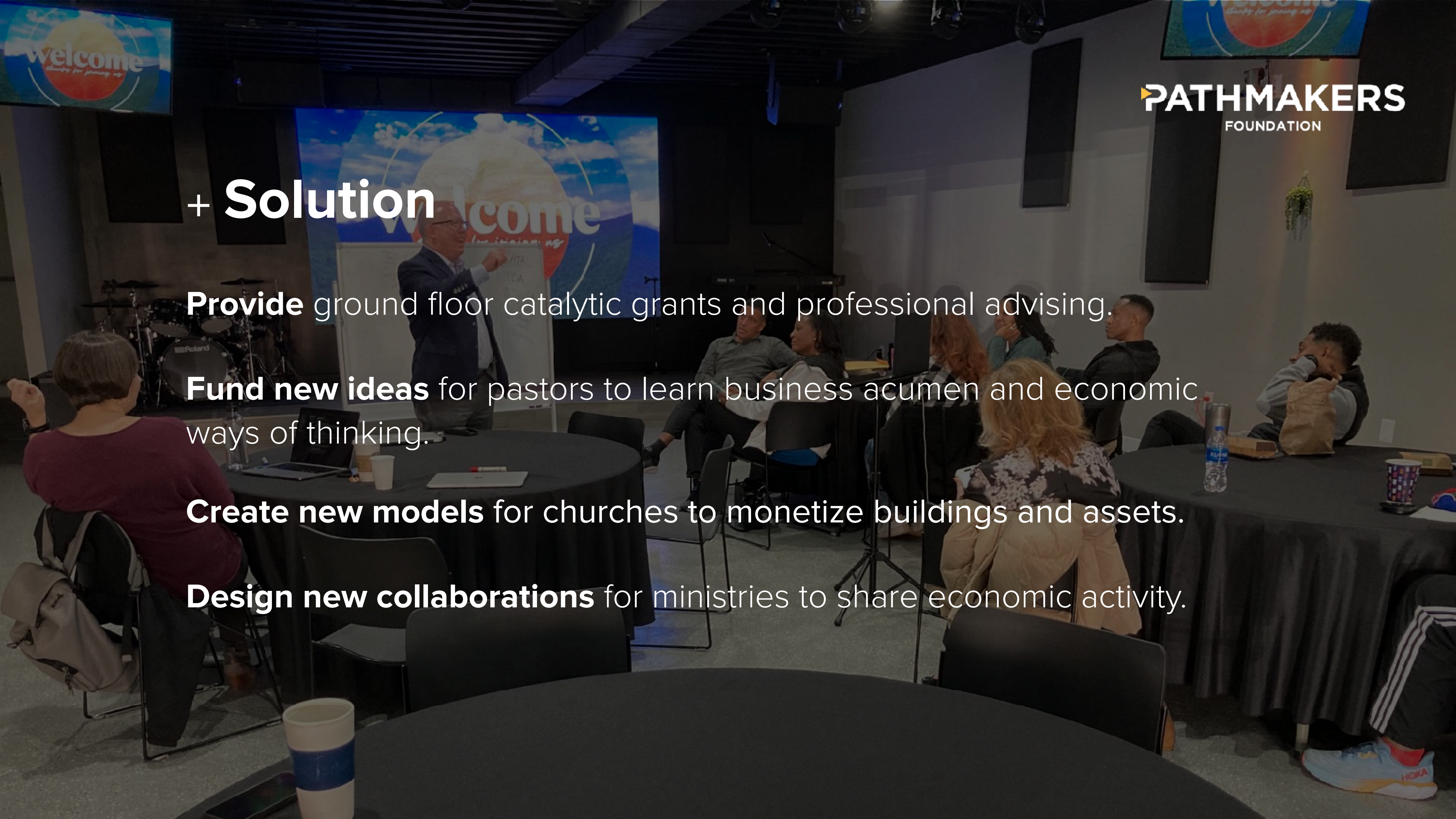
+ **Solution**

Provide ground floor catalytic grants and professional advising.

Fund new ideas for pastors to learn business acumen and economic ways of thinking.

Create new models for churches to monetize buildings and assets.

Design new collaborations for ministries to share economic activity.



+ Intro & Vision

Pathmakers Foundation[™] is a philanthropic foundation that works from the ground floor up and not the top down.

Our Vision is to discover, fund, and walk with leaders who create effective, self-funded organizations, revitalizing strategic and marginalized communities one zip-code at a time.



+ Market Validation

lifewayresearch.com

36 denominations closed
4,500 churches in 2019.
Only 3,000 were started.

religionnews.com

“We have to rethink how we use
physical spaces so we can be a
presence of love in the community,”

faithcommunitiestoday.org

\$100,000 annual congregational budget;
85% of revenue is from individual giving;
Salaries are the largest expenses at 44%;
Buildings are 26% of expenses.



+ Market Size:

\$1 Trillion: religions estimated economic impact. (Interdisciplinary Journal of Research on Religion, 2016)

\$378 Billion:

Revenue from faith-based enterprises.

(Washington Post, 2022)

\$74.5 Billion:

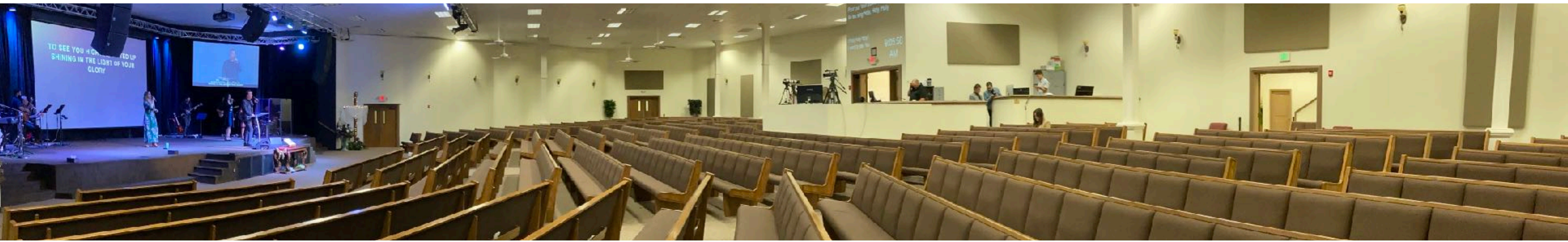
Given to churches annual tithes & offerings.

(Washington Post, 2022)

\$1.7 Million:

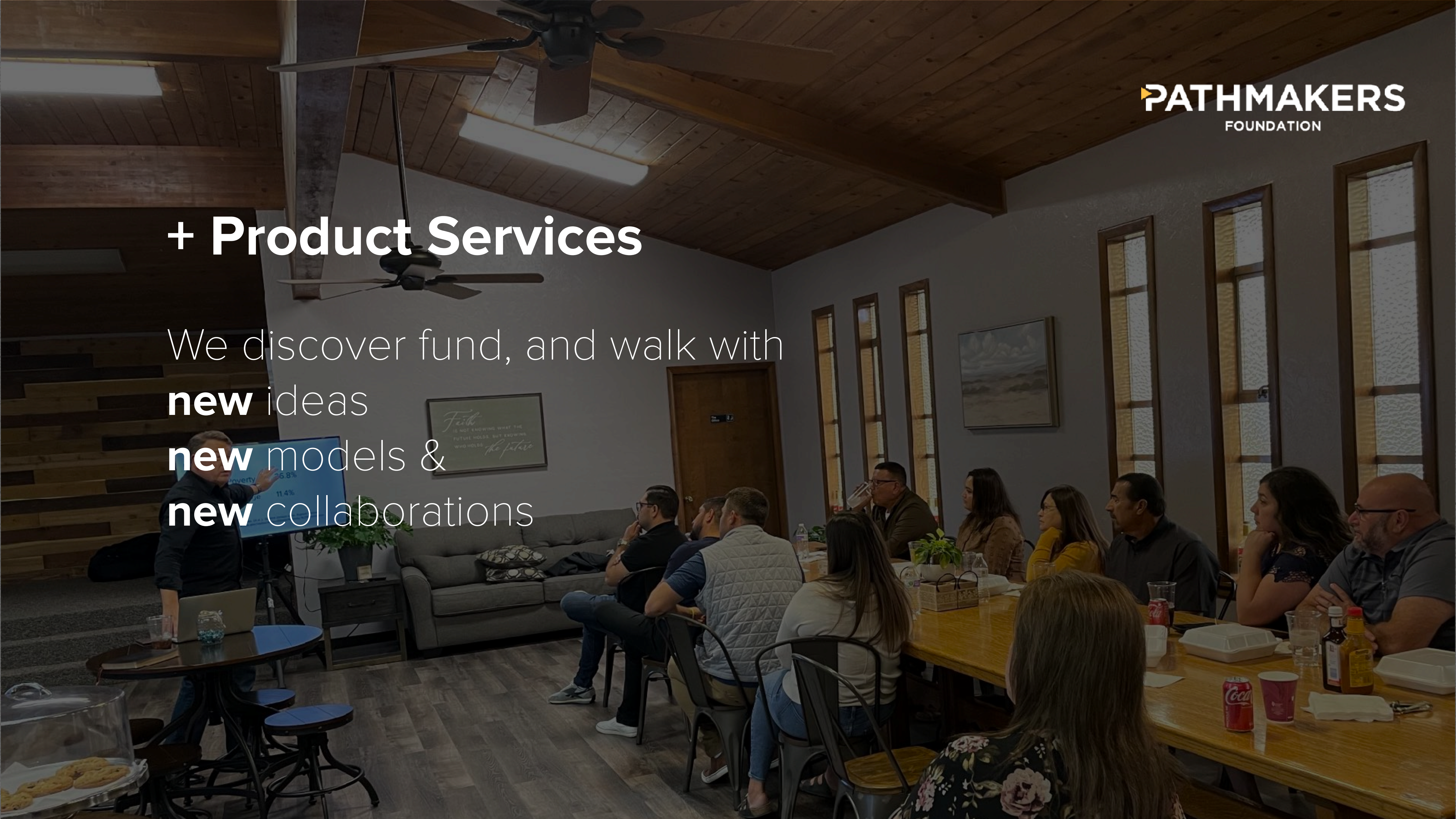
Average economic impact of a local church on communities.

(Economic Halo Effect, 2016).



+ Product Services

We discover fund, and walk with
new ideas
new models &
new collaborations



+ Corporate Entities

Pathmakers Legacy Endowment, LLC

- Goal: \$5M
- Annual Grants: \$350,000-\$400,000
- Funds 3 FT & 3 PT staffing

Pathmakers Advisors

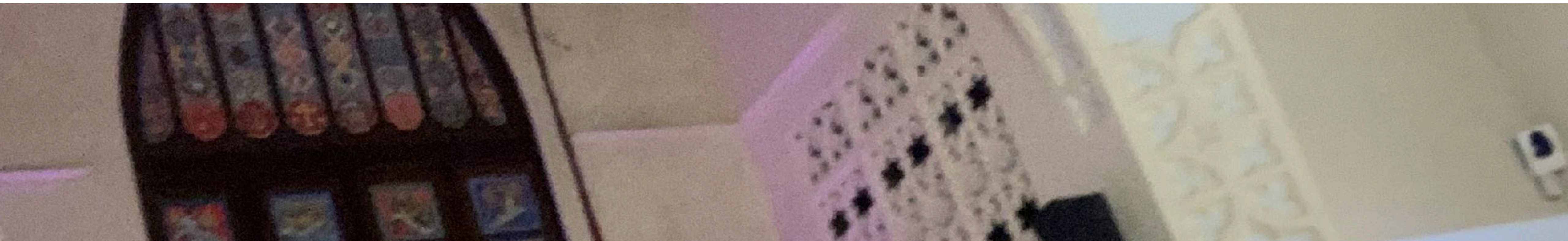
- Fee-based advising and consulting services.
- 30% of all revenue goes to Legacy Endowment
- Designing financial sustainable structures.

Pathmakers Ideas, LLC

- Research journal creation
- 30% of all IP donated to endowment.
- Establish the Pathmakers Network.

Pathmakers Capital, LLC

- A community development venture capital fund.
- Mission: creating church partnerships to grant affordable senior care.



+ **Current Church Sample:** Proof of Concept



Othello, WA

Hispanic Church +250, operates a coffee shop, designing 2 LLCs, and endowment

Ft Lauderdale, FL

4 Campus Church +2,000, owns 15 houses, designing holdings LLCs, grant ready, and endowment

Manassas, VA

3 Campus Church +350, plants churches in Cuba, designing holdings LLCs, community development non-profit, grant ready, and endowment

Atlanta, GA

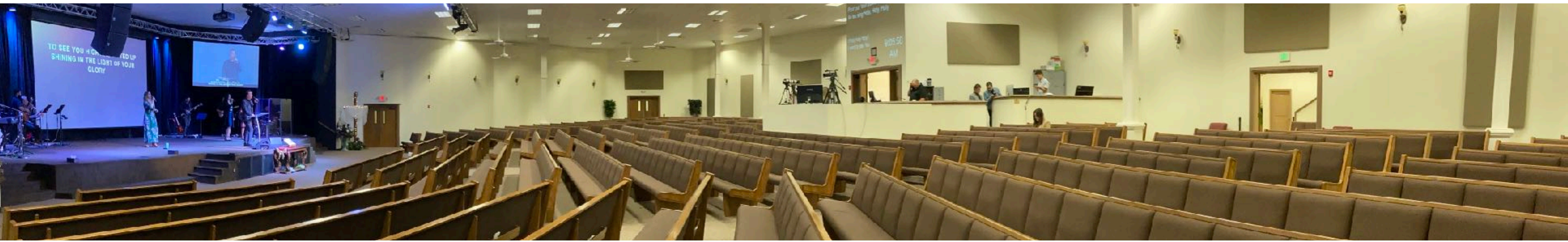
Grantee, +125, creating sports fields, designing holdings LLCs, community development non-profit, grant ready, and endowment

New Orleans, LA

Archdiocese of 14 churches, designing holdings LLCs, community development non-profit. grant ready, and endowment

New Orleans, LA

+250, 3 rental properties, designing holding LLCs, coffee shop NNN lease and endowment



This is an example of the corporate structure that we use to create revenue sources for ministries and organizations.

Example Ministry

501(c)3 Non Profit Corporation

Board + Exe Staff + Property + Services

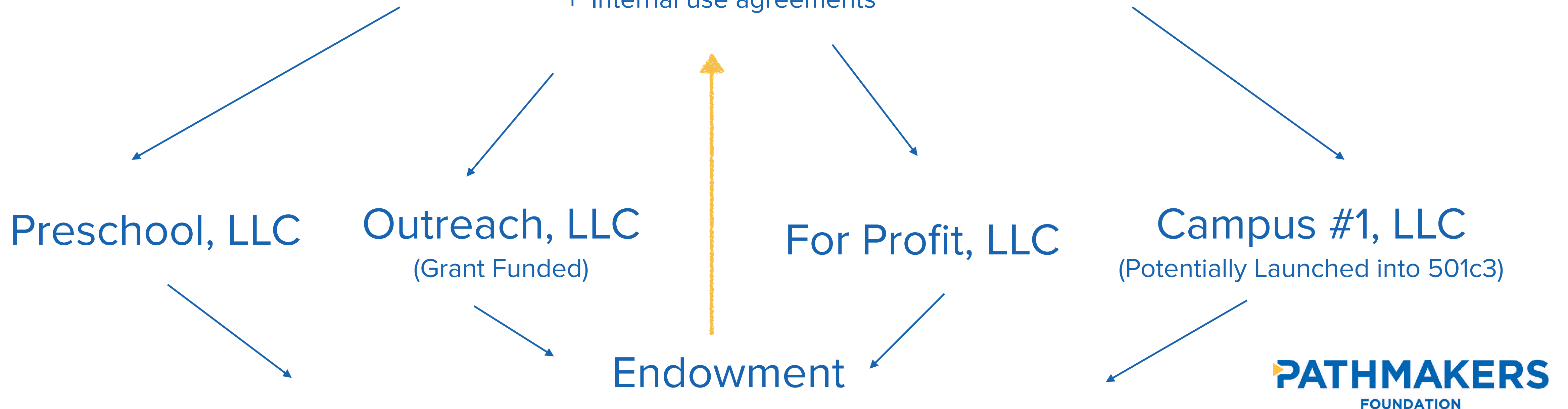


Community Development Corporation, Inc

- + Separate 501c3
- + Grant Funded
- + Monetized Assets

— Statement of Faith —

- + Facilities use agreement
- + Shared admin services
- + Internal use agreements



+ Business Model

\$100,000 Advising

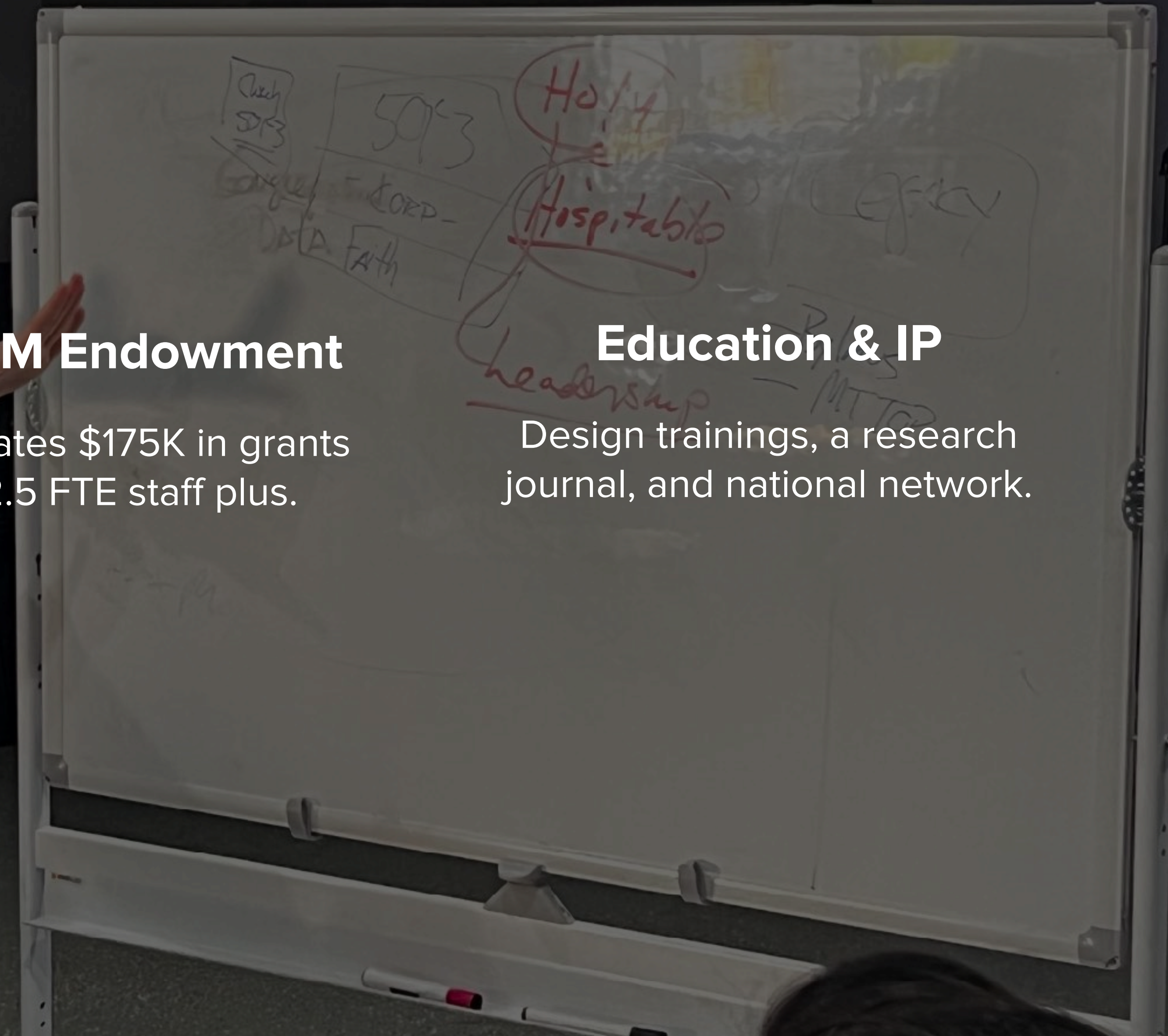
30% of all advising work is allocated to the endowment.

\$5M Endowment

Creates \$175K in grants
2.5 FTE staff plus.

Education & IP

Design trainings, a research journal, and national network.



+ Market Adoption

Networks

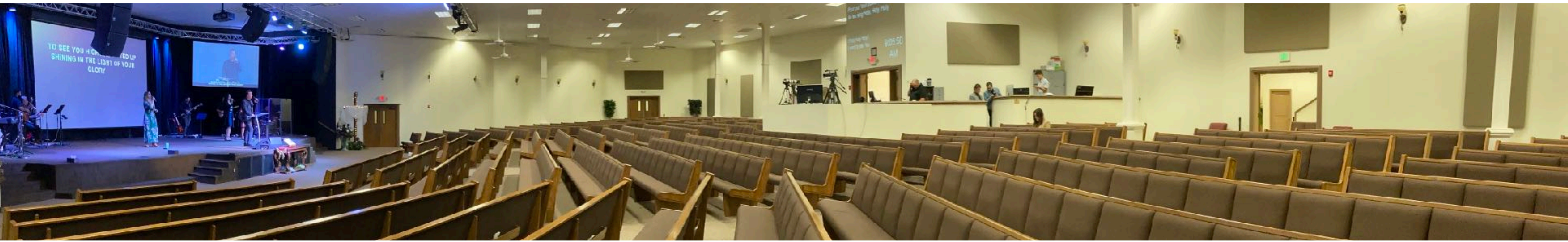
Assemblies of God
Missio Mosaic Anglicans
Made to Flourish
Missio Alliance
Ascent Movement

Work & Economics

At Work on Purpose
Acton Institute
COOL Church & COOL Creative

Events

Society of Pentecostal Studies
Northwest University Faith & Work
Acton University



+ **Competition**

Very limited.

Most philanthropy funds **without** advising work.

Pathmakers funds **catalytically** and advising **substantially**.

+ Press & Events

Thrivent Financial Magazine

Churchonomics Pastors Training

Center for Public Justice

Missio Mosaic Convocation

ANNOUNCEMENTS
MISSIONS BANQUET - 11/14
PARTY! (HARRIS PAVILION) - 10/23
MOUNTAIN TOP CHUR

Holy
Hospitality
Bylaws
MIT TOP

+ Testimonials



“We so enjoyed our Partnership with Pathmakers.

They helped us think more strategically how to use the resourcing God has given us to steward to further the gospel and make disciples. They also gave practical steps to accomplish the strategic vision they helped us develop.”

Shaun Brown, Senior Pastor

Coastal Church, Yorktown VA (6 Campus / \$7M Budget)

“Pathmakers Foundation’s grant is helping me as a ministry leader to understand how best to steward my service, and also how to fortify our ministry’s financial foundation for sustainable growth.”



Chuck Proudfit, President

At Work On Purpose, Cincinnati, OH



“We were steadily losing financial ground and discouraged about our church’s future. With Jamé Bolds and Pathmakers fresh and creative economic solutions we made simple adjustments with profitable results.”

Dave Novak, Lead Pastor

Streamline Church, Sacramento, CA.

“The Pathmakers grant helped us to help other business owners in fashion get retail ready.



We were able to mentor 2 business owners, in the Miami area, get their presentation materials ready for meetings with potential buyers.

This included standards for linesheets, wholesale pricing structure and brand storytelling. The two business owners have continued to call on us for periodic check-ins as they navigate their business journey.

Since being an official Pathmaker, we’ve also been able to mentor business owners in our church who generally want to grow or start their businesses.

We’ve told the story of our journey, including how we’ve gotten support from Pathmakers, and that has inspired others to go for what God has placed in their hearts to do in the marketplace.”

Johanne & Terrance Wilson

Founders, COOL Creative

Founding Pastors, COOL Church, Miami, FL

+ Leadership

Jamé Bolds, Ph.D. (C), CEO

Turnaround 5Yr \$4.5M. Managed \$10M
Developed self funded economic
model for “A Church in A Park in A City”.
Lead Pastor / CEO / Economist +15 Yrs.
Co-Author Life in 5D: A Vision for Discipleship.
M.A., M.A.R., Gordon-Conwell + Harvard
M.P.A.P. Rutgers, Bloustein School
Ph.D. Candidate, Stellenbosch, S.A.

Charlie Self, Ph.D., CIO

Managed +5M in research grants.
Design thinking & Network Architect.
Professor of Church History at
Assemblies of God Theological Seminary.
Co-Author Life in 5D: A Vision for Discipleship.
M.A., GTU Berkeley
M.A., Ph.D. UC Santa Cruz.

Crystal Agnew, MBA, COO

Managed +40M in federal grants.
+15 yrs in program implementation and
management. Led a program from
\$550K annually, 3 full-time staff, to a
\$4.8M project with 45 staff and 6
programs in NYC & MIA.
Studied @ MBA, Huizenga College, Nova
Southeastern University

+ Financial

250K by Fall 2023

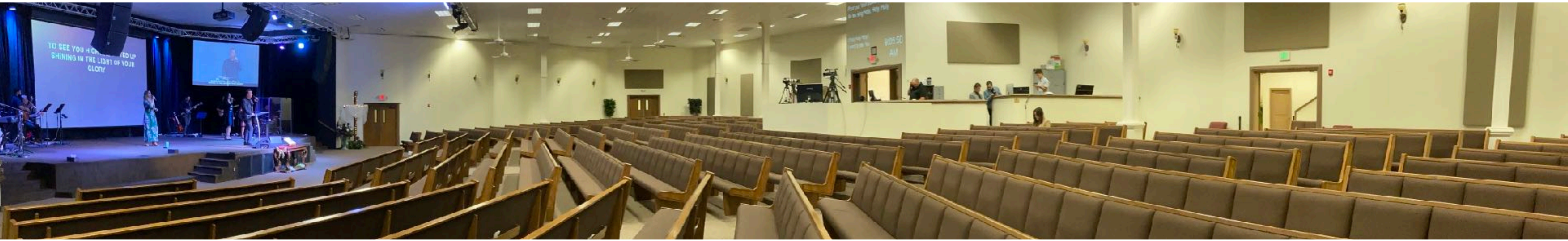
Initial Capitalization Donation

500K Angel Donation Round

Initial Donation Opportunity

5M 2023 Target Goal

Creates Sustainable Endowment





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(757) 504-0322 | jame@pathmakersfnd.org | pathmakersfnd.org