

The background of the slide is a light, airy image of a cloudy sky. In the lower-left corner, there is a faint, semi-transparent illustration of a hand holding a pencil, poised to draw a pyramid. The pyramid is also faint and semi-transparent, extending from the bottom left towards the center of the slide.

Professional Advisory Services

An Organizational Opportunity

History

TMI Trust Company (TMI) was founded as Trust Management, Inc. in 1954 as a specialized trust service provider for individuals and organizations. For 60 years, TMI has provided superior corporate trust services to church and nonprofit bond issues and loan funds on behalf of individual bondholders and investors.

In 2014 Trust Management, Inc. was purchased by Reliance Financial Corporation, whose subsidiary, Reliance Trust Company's church and nonprofit division was the nation's largest trustee for church and nonprofit bond issues.

With over \$2.0 billion in church bond assets under administration and a history of specialized trust services dating back to 1954, no company better understands the nuances of building and maintaining a strong church organization.

Partnering with TMI Professional Advisement Provides a Wealth of Benefits

Life's harsh reality is that those who have experienced the most difficult situations (defaults, bankruptcies and foreclosures) have a greater understanding as to how to set their clients on a path for success, and to work to prepare for shifts in markets and certain mistakes made in every day management.

The Professional Advisement service represents a management model whereby TMI acts as a leadership, structural, business and management advisor for our clients.

Since the market turmoil of 2008, TMI, as a trustee, has experienced first-hand the difficulties churches have faced. TMI has seen churches succeed and fail due to circumstances that can be overcome with proper financial structure, guidance and leadership. Where churches have allowed guidance from our leadership team at TMI, they have overcome and persevered through the difficulties that come with real-life market reversals. Our team has a tremendous amount of experience with all real estate matters involved in finding church properties, obtaining third party financing for church projects and selling existing properties.

Accountability

Our leadership team is led by **Mark Young**, Senior Vice President of TMI. Mark has led TMI's default administration group since 2011 and worked with churches all over the country representing bondholders and loan fund investors. This perspective has allowed our team to gain practical, real-world knowledge of navigating through troubled times and working on the front-end to prepare the church for difficult times that are certain to come.



Structure / Advisory Services

An Advisory Agreement will be executed with our client which will be funded by a contribution of \$300 per month from each church. Services provided include:

- Personal church visits
- Leadership structure advice
- Evaluation of real estate needs
- Work with churches on organizational documents
- Monthly review of general revenue and expenses
- Organize Weekly expenses into spreadsheet for CPA submission
- Speaking at conferences and leading break-out groups at conferences
- Value added programming for additional income

Structure / Advisory Services

The daily business management and decision making necessary to run a successful church are greatly enhanced using the advisory service TMI is offering. It offers the church the opportunity to have a business manager on call. Another advisory example is TMI's service of maintaining a monthly revenue and expense spreadsheet which allows the church to maintain first class records for general accounting purposes.

Services provided also include:

- On call management service using the internet to create chat rooms for multiple church forums
- Video conferencing and personal meeting online venues for reviewing financial and business documentation
- Creating in-house financial programs are just a few of the many aspects of the advisor role for TMI

Testimonials



Pastor John Belser
First Baptist Church of Melrose Park, IL

“**U**pon succession by current leadership in 2002, the church was financially overextended. The 2008 economic crash greatly affected our church. We decided to be proactive in contacting our first mortgage trustee to work through these difficult issues. Mark Young and TMI worked diligently and willingly met with my church leadership to honestly and directly discuss issues while both parties worked to come up with a resolution that benefited all. Today, by God’s grace, our church is flourishing and have risen to meet the challenges before us.”

11/28/2017

Testimonials

Pastor Jeff Walker **Victory Christian of the Desert, Rancho Mirage CA**

The market crash of 2008 caught up with our church in 2011. By God's grace, we owned several ancillary properties and TMI represented the first mortgage bondholders. I met Mark Young in 2011 and we devised a plan to sell the ancillary properties which would directly reduce our principal debt and allow us to either re-finance or restructure our first mortgage. Mark worked directly with a local real estate agent to formulate strategy's on the marketability of each property working to maximize the price while not pricing the property out of contention in our marketplace. We are in the process of selling our last two properties that will bring our principal debt to value ratio to 62%. PRAISE THE LORD! I am grateful for the opportunity to work through the many issues our congregation faced with Mark. He provided solid business advice and pushed us to get our church back on solid footing."

11/28/2017



Testimonials



Bishop Jeffery A. Williams **The King's Cathedral, Providence, RI**

“**O**ur church experienced communication problems that led to our delinquency on our first mortgage with TMI who serves as the trustee for the first mortgage bondholders. When I first met Mark Young, I was prepared for facing the worst-case scenario for our church - foreclosure. After meeting with Mr. Young, together with our leadership team, we met with the congregation to challenge the church to stand tall in Christ and work to cure this severe deficit. Through TMI’s guidance, the church sold an ancillary property that reduced our principal balance, and we added a debt free building to TMI’s collateral. Subsequently we entered into a forbearance agreement which allowed my church the chance to either re-finance or bring my account current. After a few amended agreements to allow more time, our church is now current on their first mortgage debt. We are grateful for having the chance to work through our issues. Praise the Lord!”

Testimonials

Pastor David Thomas
The Heir Church Jacksonville, FL

The 2008 economic downturn took its toll on my church and congregants. TMI, as trustee for the first mortgage bondholders worked through a bankruptcy and foreclosure with our church, but leased the property back to us while TMI worked to sell the property. After the property sold, Mark Young kept in touch with me encouraging me to continue to make our lease payments on time so that in a couple of years, our church might be able to purchase another property at a lesser price. Five years after being foreclosed on, Mr. Young found a property where we have a lease purchase agreement in place and hope to purchase the property before the end of 2017.”



Testimonials



Pastor Dan Fessler
Waters Community Worship Center, Sewell NJ

“Our church property was blessed with excess space that was not being used by the church on a regular basis. This included a large warehouse area, a large ballroom and a coffee shop. My associate pastor and I worked hard to make things happen, but the enormity of the task as a minister and handling business at hand proved too much for us to handle alone. Our church loan was managed by TMI Trust Company and our contact was Mark Young. Mark took the time on several occasions to visit the church in an effort to advise us on getting the most out of the property and utilizing the lay leadership within our congregation that would be available to help us formulate strategies for maximizing the use of the church properties. Mark provided accountability for us and remained steadfast in his insistence that we as pastors need to seek business help from others. By God’s grace, our church is flourishing today.”