



# WELCOME OUR NEW CAPITAL CAMPAIGN CONSULTANTS

We are delighted to introduce Peter, Rennie and Jay as new recommended Capital Campaign Consultants who are available to work with churches in the Massachusetts Conference, United Church of Christ. For more information on capital campaigns, to schedule an educational "capital campaign primer" or for a full list of our consultants, contact Margery Williams: mcwms1@gmail.com (978) 582-6870 or Andy Gustafson: gustafsona@macucc.org (508) 875-5233 ext. 231.



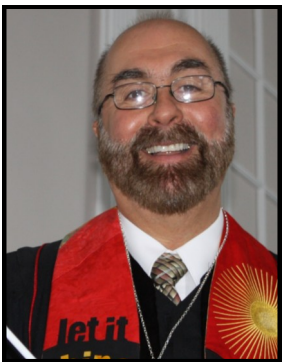
**Rev. Dr. Peter Heinrichs** is the former pastor of South Congregational Church in Springfield. A pastor who has served UCC churches since 1989, Peter brings special experience as a Development Director and Capital Campaign Consultant. He is a dynamic speaker, workshop leader, coach and consultant. His passion is the transformation of organizations and individuals from the "stuck" places of fear into functional, reality-based confidence in the future. Most recently (2012), he consulted with a congregation in Maine whose church burned in 2011. He helped them raise more than \$1,000,000 toward a new building and an exciting new presence in their community. Trained also as a life and leadership coach, Peter works closely with church leaders to understand their new roles in a changing fundraising environment! Peter has participated in the MA Conference Capital Campaign Consultants Training Program.

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**Rennie Washburn** has been a Congregationalist her entire life. Raised in a UCC church in Connecticut, she was a member of the youth group, joined the church after her confirmation, and sang in the choir every Sunday until leaving for college. A 19 year member of the Centre Congregational Church in Brattleboro, VT, she serves on the Endowment Committee, and was the chair of their most recent capital campaign. Professionally, Rennie has spent the last 12 years in a variety of development roles. She has worked on capital campaigns, focused on stewardship and started a planned giving program; and as Associate Director of Parent Giving at Northfield-Mt Hermon School she managed a school's annual fund, and solicited parent gifts, to name just a few. Prior to her development experience, Rennie spent 15 years working as a trust officer, focusing on trust and estate planning for high net worth individuals. It was therefore a natural progression for her to combine her professional experience with her desire to help UCC churches achieve their financial goals. Rennie will be completing the MA Conference Capital Campaign Consultant Training Program shortly.

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**Rev. Dr. Jay M. Terbush** has been in ministry in various settings for all of his adult life. He was a settled senior pastor for 18 years in two churches, then for the past decade has been an intentional interim minister in the United Church of Christ. Working with churches in the significant time of transition between settled ministers, he has developed an appreciation for and techniques to facilitate church self-study, clarification of mission and purpose, and visioning of God's call. Terbush was an Interim Pastor for two churches who conduct capital campaigns which raised more than million dollars each during his tenure. But what he saw happen to the lives of individuals and to the life of the faith community was what inspired him to be involved professionally as a capital campaign consultant for churches. Terbush observed a palpable sense of joy, increased faith, deeper unity in the congregation and widespread appreciation for the gifts and talents of church members. Dr. Terbush joined Williams Consulting in the summer of 2010 as an Associate Consultant and has worked on several campaigns in different capacities.

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