

CONVERGE CITY HUB

Church Facility Consulting

FOR CHURCHES ALREADY RENTING THEIR SPACE

From Transactional to Transformational

You've already opened your doors — that's the hard part. Here's how to make every booking count for more.

A guide and diagnostic for churches with existing facility use

The quiet tension

Your facility already generates some income. Groups come and go, checks are written, the calendar fills. And yet, if you're honest, something feels off. The rentals sit in a separate compartment from the mission — a series of transactions that pay a bill rather than advance the Kingdom. That tension is worth paying attention to. It isn't a sign you did something wrong by opening your doors. It's a sign you're ready for the next level: rentals that don't just fund the mission, but *are* part of it.

The goal was never just to fill the calendar. It was to fill it with purpose.

A tale of two churches

Two churches on the same street both rent their fellowship halls to the same kinds of groups. From the outside, they look identical. Underneath, they couldn't be more different.

Church A — Transactional	Church B — Transformational
The renter has a code to the door. Nobody knows their name. The check clears; that's the relationship. When the group eventually finds a cheaper space, they leave without a word. The church shrugs and looks for the next booking.	A staff member greets the group on their first night, learns what they do, and checks in occasionally. The group feels cared for. Two members start attending. When a cheaper option appears, they stay — because this isn't just space to them anymore. It's a relationship.

Same building. Same rate. Completely different fruit. The difference wasn't the facility — it was the posture.

Diagnostic: how mission-aligned are your rentals?

Rate each statement honestly. This isn't a test to pass — it's a mirror.

Statement	Where we are
We know the names and stories of who uses our space.	Yes / Somewhat / No
Our renters would say the church genuinely cares about them.	Yes / Somewhat / No
At least some renters have connected with our ministry or community.	Yes / Somewhat / No
We've intentionally chosen renters that fit our values.	Yes / Somewhat / No
Our facility income visibly funds ministry, not just overhead.	Yes / Somewhat / No
We could name one life touched through our facility this year.	Yes / Somewhat / No

Reading your results: Mostly “Yes” — you’re already thinking transformationally; the next step is to make it a system. Mostly “Somewhat” or “No” — your rentals are working transactionally, and there’s significant untapped Kingdom potential in what you’re already doing.

Five shifts from transactional to transformational

None of these require new renters or new spaces. They only require a new posture toward what you already have.

1. From tenants to guests. A tenant occupies space. A guest is welcomed into it. Greet groups on their first visit, learn names, follow up occasionally. The relationship starts precisely where the transaction ends.

Reflect: Who uses our building this week that we’ve never actually met?

2. From filling space to choosing partners. An empty calendar tempts you to say yes to anyone. But the groups in your building shape your church’s reputation. Prioritize renters whose work aligns with your heart for the community.

Reflect: If we could only host groups we were proud of, who would they be?

3. From access to invitation. Giving a group keys is access. Inviting them into the life of the church — a meal, a service project, a prayer — is something more. No pressure, no agenda; just genuine welcome.

Reflect: What’s one low-pressure way we could invite a renter deeper?

4. From overhead to ministry funding. When facility income disappears into “the general fund,” no one feels its impact. Tie it visibly to a ministry outcome so the congregation sees the fruit and celebrates it.

Reflect: What ministry could our facility income visibly fund next year?

5. From reactive to strategic. Most facility use just “happens.” Transformational churches decide what they want their building to become, then let their bookings serve that vision — rather than the other way around.

Reflect: In three years, what do we want our building to be known for?

The bigger question

If every organization that used your building this year experienced the love of your church — what would that do for your city? That’s the difference between renting a room and extending a mission.

INSIDE THE FULL ENGAGEMENT

These shifts change your *posture*. Building the actual system — a curated partnership strategy, programming that turns renters into relationships, and a model that ties facility income to measurable Kingdom impact — is the deeper work of the Converge City Hub engagement.

Let’s design your transformational facility model.

In a strategy session, we’ll help you turn your existing rentals into a mission-aligned system that serves both your budget and your calling.

Book your free Discovery Call → <https://calendly.com/davisministrygroup/one-on-one-with-rj-davisemail> **or**
email info@convergecityhub.com