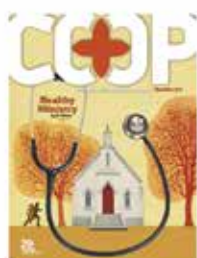
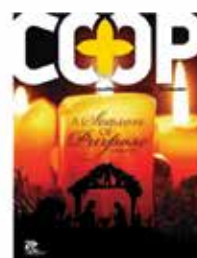
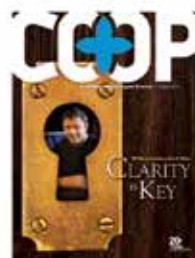
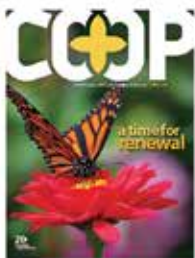
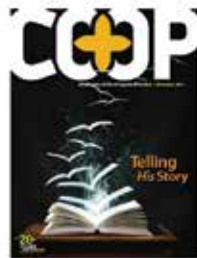


# CCOP

A Publication of Church Supplies & Services | August/September 2013



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AUGUST/SEPTEMBER 2013

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### A Conversation with Two CO+OP Pioneers (Page 6)

A special interview with the founder of the CO+OP and the first Executive Director.



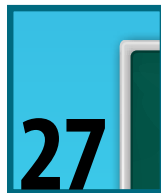
### CO+OP Timeline

A glimpse into the beginning days of 1986 and all the way up to the present.



### Meet the CO+OP Team

An upfront and personal approach to getting to know your CO+OP Team Members.



### Changing the Giving Trajectory: Creating an Alternate Reality to the Default Worldview

There is nothing to keep except for the stored treasures we accrue now in heaven.



### What a member is saying about the CO+OP

Read what long-time user, supporter, and Board Member thinks about her experience with the CO+OP over the years.



### What is being said about the CO+OP

Gain another perspective of the CO+OP through the lens of a current resource to the CO+OP, BEMA Services, as Doug Reed shares their experiences.



### Special Interview with a Charter Vendor of the CO+OP

Terry Lampman, Creative Coffee, has been with the CO+OP since 1988. Since we share the same anniversary, we thought you might like to learn more about him, what made him stay with the CO+OP, and what has changed in his product line over the years.



### Know Your Vendor

#### Ann E. Williams, PC – Certified Public Accountant (Page 33)

Unique about Ann's organization is that they work diligently to educate their clients on ways they can improve their processes, resulting in a more efficient and effective client organization

Keep your contact information current. The lifeline of communication to our members is through correct contact information, i.e. key contact names, phone numbers and e-mail addresses. Send all updates to [pattimalott@churchco-op.org](mailto:pattimalott@churchco-op.org). Help us keep you informed of the latest in events and savings from our vendors.

Editors Note: For submitting articles, artwork or comments about this publication, please contact: Patti Malott at 832.478.5131 [pattimalott@churchco-op.org](mailto:pattimalott@churchco-op.org)



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# From the Director

It may have been 22 years ago, but I remember the day clearly. I had spent most of the morning reviewing the financials, and looking for ways we could cut back in spending so we could hire additional staff.

The phone rang and the man on the other end introduced himself, and asked if he could come by for a visit after lunch. I almost told him it would have to be another time since I was in the middle of a project. Thinking it was just another sales call, I told him I had about 15 minutes to visit if he wanted to stop by around 1:30.

Saying “yes” to that appointment turned out to be a wise decision—one that would affect every church I served and many more from then forward. Hal Machat, Executive Director, and Nalani Layhee, Marketing Representative, arrived promptly at 1:30 and we spent an hour discussing the challenges of ministry and how the newly formed CO+OP could save ministries time and money.

It was a no-brainer for me. I signed Spring Baptist Church up as a member and we immediately began using the vendors and saving money. Twenty-two years later, Spring Baptist Church continues to reap the savings from CO+OP Vendors, as well as 1,350 other churches and ministries.

This year, CO+OP celebrates 25 years of helping churches and other non-profit ministries save time and money. We do that by spending quality time in vetting prospective vendors and bringing to you products, services, and education of the best value. This includes the annual Texas Ministry Conference<sup>sm</sup> where we provide quality education far below market pricing, and the quarterly CO+OP magazine.



In this special issue, you can follow the timeline that includes landmark milestones along the way and learn how it all began through a fascinating interview with two founding members. Enjoy the interview with the CO+OP Vendor that has been serving you since the beginning. Read about the various CO+OP team members, their roles, and their love for serving those who serve.

The CO+OP is all about good stewardship—Stewardship of time, talents and resources. This issue would not be complete without an article from Brad Leeper regarding stewardship of resources. Catch his contagious generosity inside.

I’m thankful for 25 years of saving ministry dollars. I also look forward to what God is going to do in the years ahead. The CO+OP team commits to serving you and bringing resources to help you save time and ministry dollars.

Together...We Grow! We hope you enjoy this special 25th Edition.

Patti Malott  
Executive Director

**25+**  
**YEARS**  
**...AND COUNTING**  
CHURCH SUPPLIES & SERVICES INC.



Church Supplies & Services, Inc.

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by April Canik

# ***Back to the Future:***

## *A Conversation with Two CO+OP Pioneers*

No one witnessing the rusty oversized axles and random pieces of a dingy, 1935 fire truck would ever imagine it could be fully restored to a shiny red piece of history and put on exhibit in Europe's largest museum. No one...except a man with the knack for recognizing the potential in people and for recognizing ideas.





*There was a little skepticism about the co-op concept in general, but these churches were neighbors themselves, and the investment was low enough that they seemed willing to give it a try.*

And no one except a man who—with a full-time job at a church in Houston, a 100-acre farm to manage in Austin, and just one year of college—would have the vision and audacity to use \$10,000 of his own money to start an organization to help churches and non-profits save their money.

This natural-born visionary is Bill Womack, and he has a lifetime of before and after stories, including the one about how he started the “Houston Church Co-Op” 25 years ago. His entire life is a testimonial of servant leadership. “I guess that tendency comes from being a farmer at heart,” he says. “Farmers help each other without thinking twice about it.”

Like most farmers, he is no stranger to hard work. In the late 1980s, Bill would often work a full day in Houston doing church maintenance assessments until 3:00 p.m., hop in his car and head to Austin to work on his (or a neighbor’s) farm, and be back on the job in Houston the next day. Working in rural and urban environments gave him an ‘idea’ that thousands of service-business and non-profit leaders have been thankful for ever since.

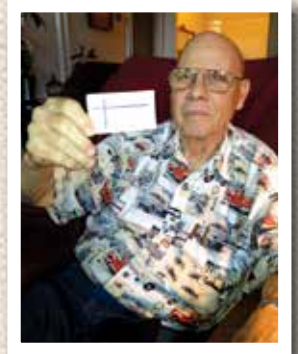
“One day while I was working at St. Paul’s United Methodist Church,” explains Bill, “I told the Business Administrator, Gary Arndt, about my farmer’s co-op. As I explained the concept of joining together to purchase in bulk and giving the members of the co-op a cut rate, we began to see the potential for churches, schools and nonprofits to do the same thing. He lit up with excitement, telling me he’d been thinking about that for almost 10 years, but did not know how to get it off the ground.”

### *What if...*

Gary and Bill began to discuss the possibilities of some sort of city-friendly version of a co-op, and a slogan resulted that is all-the-more true today: *Churches Helping Churches*. In 1987, the wheels of progress began to roll as they turned to the Houston Chapter of the National Association of Church Business Administration to co-sponsor this unique cooperative.

Although the official charter was still months away, Bill and Gary began ‘field testing’ this revolutionary idea on prospective members and vendors. Notes Bill, “I suggested to Gary that we start small and see how it goes!”

Bill recalls how he went to the three churches within walking distance of St. Paul’s to ask them if they’d be interested in paying \$25 to join a co-op in exchange for getting assistance that would help them be more cost-efficient. There was a little skepticism about the co-op concept in general, but these churches were neighbors themselves, and the investment was low enough that they seemed willing to give it a try.



Bill added, “When I asked St. Paul’s office supply vendor and a few others if they could use some more business—I got their attention. Then I presented my co-op idea of boosting their sales volume in exchange for a consistent member discount, regardless of the size of the church.” To sweeten the deal for members, Bill negotiated substantial discounts and extra benefits such as free deliveries and no minimum order.

Ironically, the Internal Revenue Service initially denied the co-op a tax-exempt status, having never heard of a church cooperative before. But thankfully, the agency finally granted the exemption. In 1988, the state charter was approved for Church Supplies and Services, Inc., dba Houston Church Co-Op and was organized with six churches, three vendors and a board of directors headed by unpaid president, Bill Womack. Inaugural board members included Treasurer Gary Arndt, Phil Lacy, Carrol Day, Mollie DeVries, Sara Carter, J.L. Mayhew, Jr., and Wm. Michael Richards. Hal Machat soon joined the team as a special consultant. The Co-Op’s charter church members, along with St. Paul’s United Methodist Church, were: First Presbyterian Church, First Christian Church, St. Matthew’s Lutheran Church, First Unitarian Church, and Palmer Episcopal Church.

Along with Brawner Paper Company, Frank’s Lighting, and Westar Office Products, Terry Lampman of Creative Coffee (see interview with Terry on page 36) was among the charter vendors, and Terry continues to belong to the Houston Church Co-Op today.



As the founder and volunteer president, Bill kept his 60-hour per week job and, along with other board members, recruited churches and vendors in his 'spare' time. "We didn't have any money at the start, so I took \$10,000 out of my savings," he says, "and as time went by, I never asked for any of it back because I considered it a very good investment." In those start-up days, Bill and his wife would sit on the floor at home in the evenings and do all the billing. "The Co-Op did several hundred dollars' in business that first month, but by the third month it was more like \$6,000. While it was getting harder to keep up with the administrative side, I was thrilled it was growing—considering we never advertised."

On May 28, 1988, the Houston Post published the Co-Op's first newspaper article in the Religion section, titled **Co-Op idea gradually taking hold as churches make budgets stretch**. The article mentions some 60 member churches and non-profits getting up to 30% savings on goods and services, as well as a single itemized statement each month to simplify their bookkeeping.

"When I finally told the board we needed to start paying someone to run the Co-Op, everyone figured that person would be me," says Bill. "But I was a busy man with my farming and my maintenance consulting, and I just felt my role was to come up with the ideas and let others make it happen." The Co-Op worked with a member CPA firm to develop a business plan, including the employment of a full-time executive director and acquisition of office space. Bill nominated board member Hal Machat for the job and Hal became the first paid Executive Director on January 1, 1990.

That year brought significant changes to the Co-Op, as Hal focused on his two biggest challenges at the time: building memberships and adding vendors to make the organization more financially secure. The Co-Op experienced its biggest growth spurt to date during 1990, with 177 new members and a 65% jump in rebates. In the early '90s, Hal turned his attention to internal matters to employ a part-time secretary, research and purchase a computer system, and move into new offices by November of 1992.

The early success of the Houston Co-Op led to a national Co-Op workshop for church business administrators in Atlanta. "I thoroughly enjoyed those early days, spending most of my

time in the field because churches and vendors at the time had never heard of anything like a co-op," recalls Hal. "Not only did we expand in Houston, we soon added a presence in the Austin/San Antonio and Dallas/Fort Worth areas." Next, he revamped the vendors program with a contract system that specified pricing standards and ethical business practices that would provide accountability for all.

"As I sat in the Spring Baptist Church office with Patti Malott in the early 1990s, to sign them up as a Co-Op member, I would never have dreamed she would be the Executive Director someday," he adds. "However, since those days, she has always been a faithful supporter of the organization and a positive influence, each step of the way."

*Bring out the birthday candles...*

This August Bill will turn 75, Hal will celebrate his 80th, and the Co-Op will become 25 years old. While neither can remember exactly who started when or *exactly* how the organization's name was chosen, Hal and Bill agree on intrinsically loving the chance to meet and know a lot of first-class members and vendors who helped them create a strong legacy leading up to this initial quarter-century milestone.

"Back then, I was on the road 10-12 hours a day, but truly believe that *face-to-face communication* is becoming a lost art in our electronic society," observes Hal. "Once we establish a relationship—in terms of the Co-Op and life, for that matter—we still need to add the personal touch, which the Houston Co-Op does each year, in part with the Texas Ministry Conference."

Hal says there were fun 'additions' or 'experiments' along the way—such as the health care plan and get-acquainted golf tournaments that facilitated good will—but as Hal points out, "the core mission of churches helping churches remains alive and well, and very appropriate today. And everyone loves the fact that this organization particularly gives small churches a significant lift with finances and support in many ways."

By 1994, the membership fee was \$75 and the Co-Op boasted over 200 non-profits and churches of multiple faiths, and nearly 30 vendors. When Hal retired at the end of that decade, Larry Allen joined the staff as Executive director, and soon recognized that the deregulation of electricity would bring new



*"There are new churches born every day, so I believe the work of the Co-Op will continue to be as important in the next 25 years as it was in the first 25."*

opportunities for the organization and its members. "The most popular discount for many years was that of office supplies," notes Hal. "But when the Co-Op began supplying energy savings in 2002, it was a very smart move that enabled non-profits to save thousands of dollars every year on their electricity costs."

In 2005, former Executive Director, Dan Bishop, took the Co-Op to the next level with a logo and branding update to "CO+OP"... and a move from a basic newsletter to a four-color quarterly magazine, under the direction of consultant, Patti Malott, now the current Executive Director.

As 2013 begins to melt into 2014, Co-Op pioneers Bill Womack and Hal Machat admit 'retirement' is just a word. Hal stays busy in the Rotary Club, raising scholarship money for his alma mater, Baylor University, and serving on the pulpit search committee for his home church in Brenham. Hal says, "There are new churches born every day, so I believe the work of the Co-Op will continue to be as important in the next 25 years as it was in the first 25."

Meanwhile, Bill is focusing his time on regaining his health following several near-death experiences involving back surgery last year, followed by injuries from a horrific vehicle wreck in April of this year. As his strength returns, he is shifting his focus on transitioning back to his 'unpaid' status as a volunteer—this time with Cypress Assistance Ministries. "I had to be cut out of my truck after a drunk driver plowed into me earlier this year, which clarified the Lord's hand on everything going on in my life for 75 years! He must still have some work for me to do here on earth."

As Hal ponders the Houston Church CO+OP's 25th anniversary, it recycles feelings of blessings to be mentioned in the historical timeline. "The CO+OP has grown more than we could ever imagine back then, so I certainly have to give the Lord all the credit because He guided me every step of the way." As a retired farmer, Hal is sincerely proud of his CO+OP's 'harvest' stretching beyond Houston into the rest of Texas, and beyond Texas into other states.

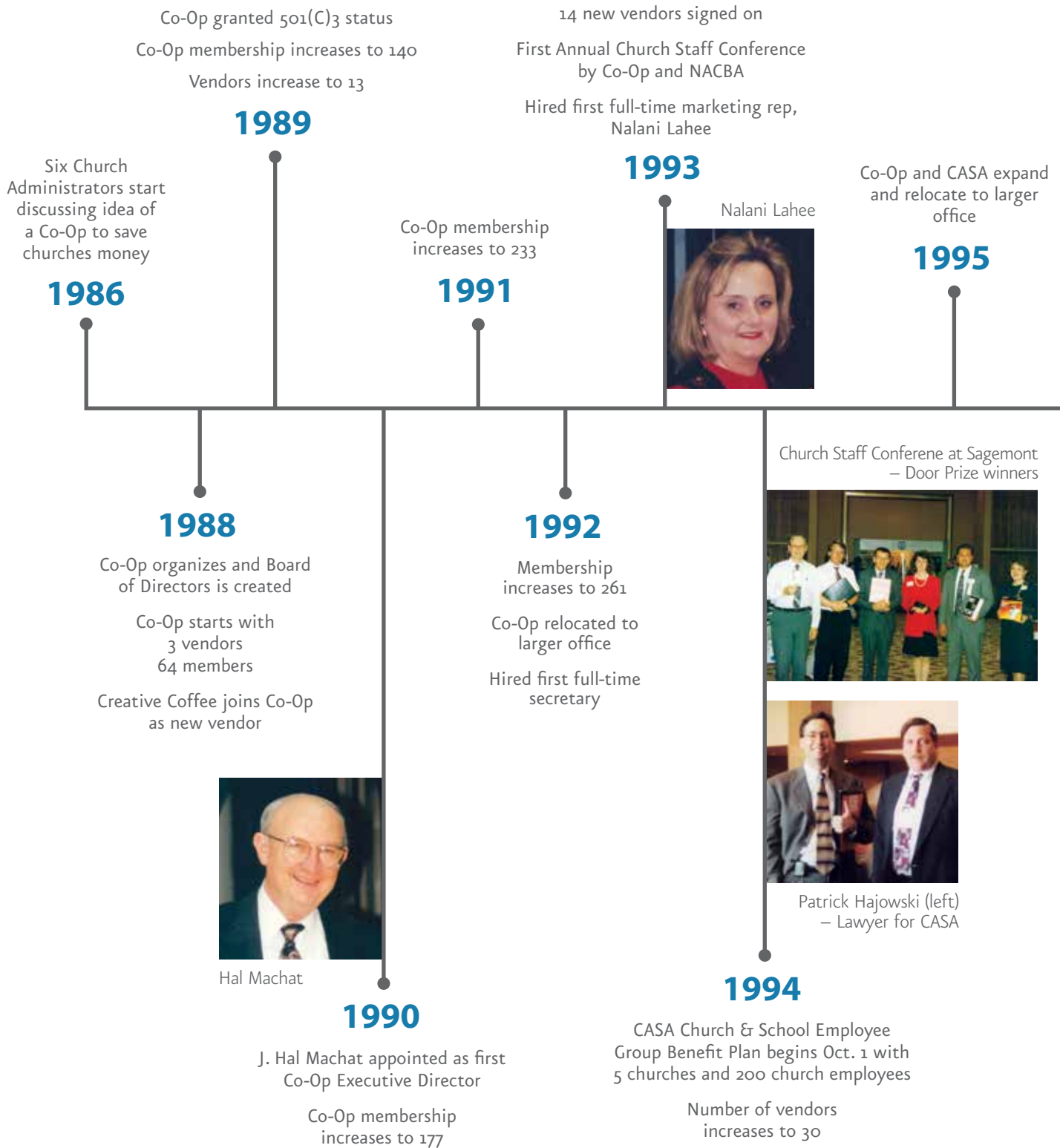
Bill reflects back to his high school years... "In the Future Farmers of America, now called the National FFA Organization, our motto was and still is: Learning to Do, Doing to Learn, Earning to Live, Living to Serve. I have always kept that in the back of my mind, because the Lord tells us to serve Him. I couldn't ask for a bigger privilege than to *help churches!*" ✨

#### April Canik

April Canik conducted this interview with Bill Womack. April is an Accredited Business Communicator and Consultant. Email: [acanik@comcast.net](mailto:acanik@comcast.net) website [www.canikcommunications.com/](http://www.canikcommunications.com/)



# CO+OP Timeline – 1986-2013



***We appreciate the CO+OP!***

George Wiederaenders  
St. Matthew Cumberland Presbyterian Church

***Thanks for the opportunity to exhibit with you at the Texas Ministry Conference!***

Brian Turnbow  
Fuller Seminary – Texas



Co-Op starts to serve Hill Country - San Antonio and Austin

## 1996

Terry Lampman, Creative Coffee, Exhibits at Church Staff Conference



Door Prize Giveaway



*Of our vendors I am familiar with I am very pleased with their quality and services.*

Cheryl Tomashek  
Christ the King Lutheran Church

Golf Tournament



Phill Martin & Hal Machat wonder how to pronounce Door Prize winner's name



PJS Vendor exhibits at Church Staff Conference



Dr. Judy Stamey & Dr. William Caldwell Teach at Co-Op Conference



Co-Op Booth



Gene Hill & Frank Sommerville, Lunch



## 1997

First Annual Church Golf Tournament with 140 participants

Co-Op Annual Church Staff Conference has 350 attendees

*This church was not participating in the CO+OP before I started working here. We got into it as soon as possible afterward. Really saves money for the church!*

Laurie Fortenbery  
St. Philip Presbyterian Church

*I appreciate CO+OP vendors because I feel the CO+OP does a great job vetting these vendors and communicating their value to the churches, including mine!*

Harry Fritzenschaft  
The Vineyard Church of Houston

Dallas-Fort Worth market opens up

J. Hal Machat comes out of retirement to be Interim Executive Director

Mel Welch is promoted to Heaven

Co-Op membership increases to 360 churches, schools, and non-profits

Number of vendors increases to 32

CASA increases to 60 churches with 1,123 employees in program

Annual Church Staff Conference with over 500 attendees

J. Hal Machat retires in December

## 2000

Resurrection Lutheran Church staff enjoy Keynote at Conference



## 1998

Hillyard workshop



Chuck Thompson, Larry Allen & Nalani Lahee



Mel Welch



Larry Allen



Nalani Lahee and Terry Lampman at Co-Op Open House



Conference



## 1999

Mel Welch becomes new Executive Director

Hill Country hosts a Church Admin Conference & Co-Op Expo

## 2001

Larry Allen is appointed new Executive Director in May

Annual Church Staff Conference with 188 churches in attendance

Annual Golf Tournament is renamed J. Hal Machat Golf Tournament with 36 teams participating

*Enjoy the magazine that comes out and the conference, too.*

Sheryl Albers  
Trinity Lutheran Church

*We have been members of the CO+OP for many years...I think since it began.*

Rae Robichaux  
Encourager Church



Texas becomes deregulated and Co-Op begins offering discounted electricity agreements

## 2002

Rhesa Hamby & Clarence Miller, Hillyard enjoy the Co-Op Golf Tournament



J. Hal Machat Golf Classic Sponsored by Comerica Bank and Professional Janitorial Service

PJS is still a vendor today

## 2004

Golf Tournament



Dan Fox and Bob Fox



Larry Allen & Phill Martin at Conference



Golf Tournament



Golf Tournament



Church Staff Conference



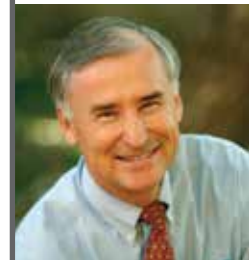
## 2003

Hill Country hosts Church Staff Conference

Number of Co-Op vendors increases to 27

Co-Op membership increases to 732

Dan Bishop



## 2005

Dan Bishop becomes new Executive Director

Church Supplies & Services, Inc. (CSSI) changed to "CO+OP" with new branding

New full-color 24-page CO+OP magazine published with Patti Malott as Managing Editor

*Love Co-Op alley! I work in the Family Life Fitness Center in our church.*

Amy Tomberlin  
Champion Forest Baptist Church

*Thank you for your support! I was telling someone recently that I enjoy knowing my vendors are supported through the CO+OP. I feel that if I have issues, I at least have someone that supports me.*

Jennifer Rea  
St. Paul's United Methodist Church

*Loved the CO+OP conference this year—it was definitely worth the money!*

Sandra Lankford  
Jersey Village Baptist Church

Annual Church Staff Conference increases to 50 new workshops  
First year of CO+OP Alley  
CO+OP celebrates 20 years

## 2008

Co-Op Membership increases to 850  
CO+OP magazine increases from 24 pages to 40 pages

## 2006

CO+OP Alley



**Together We Grow...**



Red Vest Volunteers



## 2007

Annual Church Staff Conference moves from First Baptist to Champion Forest Baptist Church due to size

Beginning of new branding for annual conference of "Together We..."

CO+OP magazine increases from 40 pages to 48 pages

Patti Malott recruited as Conference Director

## 2009

Started bringing in sponsorships to keep Church Staff Conference affordable for members

Attendance at annual Church Staff Conference reaches 556

Introduced Red Vest Volunteers

*Love the Office Depot prices!*

Diane Allen  
CrossPoint Community Church

*You all are doing a wonderful job with providing specialty vendors. Nice choices! Thank You!*

Lori Jones  
Family Cathedral of Praise

Annual Church Staff Conference renamed to **Texas Ministry Conference<sup>SM</sup>**

Attendees to **Texas Ministry Conference<sup>SM</sup>** increases to 818

## 2010



Attendees to **Texas Ministry Conference<sup>SM</sup>** increases to 986  
 Number of Vendors, Exhibitors, and Sponsors increases to 72  
 Special Edition CO+OP Vendor Reference Manual published in August

## 2012

Doug Reed becomes MC in 2012



Floyd Mahaney, PJS, Platinum Sponsor



Vendor Reference Manual



Alex Baez, The Bridge Fellowship, receives Grand Prize from Daniel Anders of ABM



Texas Ministry Conference<sup>SM</sup>



## 2011

Attendees to **Texas Ministry Conference<sup>SM</sup>** increases to 863

53 Vendors, Exhibitors, and Sponsors

Red Vest Volunteer, Ken Thompson, welcomes CO+OP Founder, Bill Womack to TMC 2013



Patti Malott



## 2013

CO+OP celebrates 25 years

Membership increases to 1,350

Over \$57,000 raised in TMC Sponsorships to keep attendee pricing below \$100.00

Number of Vendors, Exhibitors, and Sponsors increases to 75

Patti Malott becomes new Executive Director

*I have enjoyed all that I have been in contact with. The prices with Office Depot through the CO+OP keep me coming back.*

Char Nichols  
 New Life Worship Center

*We have been a member for several years and have never had a real problem with the CO+OP. I love getting the brochures from retailers and the helpful fact sheets you mail to us.*

Karen Stanley  
 New Hope Fellowship



# Meet the CO+OP Team

## Charlotte Hughes

Charlotte is one of our CO+OP representatives connecting members with vendors. She joined the CO+OP Team in October of 2010. Her main area of responsibility is Houston and surrounding areas. Those who know Charlotte are aware of her true passion to serve those in ministry. It is Charlotte's love for people and ministry that has enabled her to build long-term relationships with CO+OP Members, serve them well, and help save them ministry dollars with the CO+OP Vendors. If you are in the Houston area and have not met Charlotte, be sure to make an appointment today.

Charlotte has been married for 27 years to her husband, Kirby. They are the parents of two beautiful young ladies. When not working, Charlotte loves spending time with her family.

Learn more about Charlotte below...



**Three words to describe me would be...** Funny, Personable, Mom

**I do my best thinking when I am...** Walking/ Exercising

**I always smile when...** I'm happy, which is always

**My dream vacation would be...** Hawaii

**The last book I read was...** "Financial Peace" by Dave Ramsey

**You ought to see my collection of...** Fiesta Ware

**When I am cruising in my car I am...** Listening to KSBJ

**If you ask me there could never be enough...** Desserts

**You will never catch me eating...** Coconut

**In my spare time, you will find me...** Baking

**My all time favorite movie is...** "Griswald Vacation"

**When it comes to TV shows, I try not to miss...** Dancing With the Stars

**The one thing I will not leave home without is...** My cell phone

**The best thing about my job is...** The relationships I build with churches, being their point of contact, and the impact I have on these churches by saving them money.

**What I like about my work at the CO+OP is...** It allows me to go out every day and build relationships with really nice people. I am able to make a difference in ministries on a daily bases which gives me great joy.



## Cynthia Gustava

Cynthia has served the CO+POP for more than five years, filling many roles. Her primary responsibility is as CO+OP copyeditor. All printed materials, promotional pieces, and websites are edited by Cynthia to ensure correct grammar and work of excellence. She has the unique ability to not only edit, but create articles out of pieces or thoughts. To Cynthia, there is no greater career satisfaction than helping the CO+OP team reach its goal of helping churches, schools, and non-profits.

When she is not working at one of her three places of employment, you can find her working in her flower garden, or dabbling in bird watching and stargazing. She had the opportunity to live in Australia for five years with Compaq Computer Corporation, and spent some time driving around the country in her 4-wheel drive jeep.

Learn more about Cynthia below...

**Three words to describe me would be...** hardworking, stickler, dedicated

**I do my best thinking when I am...** driving

**I always smile when...** I have plenty of work to do

**My dream vacation would be...** a visit back to Australia

**The last book I read was...** "The 5th Wave" by Rick Yancey

**You ought to see my collection of...** books on astronomy, science, and birds

**When I am cruising in my car I am...** thinking of the yard work I need to do

**If you ask me there could never be enough...** vanilla yogurt and frozen blueberries

**You will never catch me eating...** red meat

**In my spare time, you will find me...** working in my yard

**My all time favorite movie is...** "White Noise"

**When it comes to TV shows, I try not to miss...** any and all cop shows

**The one thing I will not leave home without is...** My iPhone and my Starbucks cup

**The best thing about my job is...** working on the CO+OP magazine each quarter and seeing it become a fantastic publication

**What I like about my work at the CO+OP is...** being able to be creative and do some writing, taking a draft piece of work and turning it into something special, and working with a great team of people while doing it.

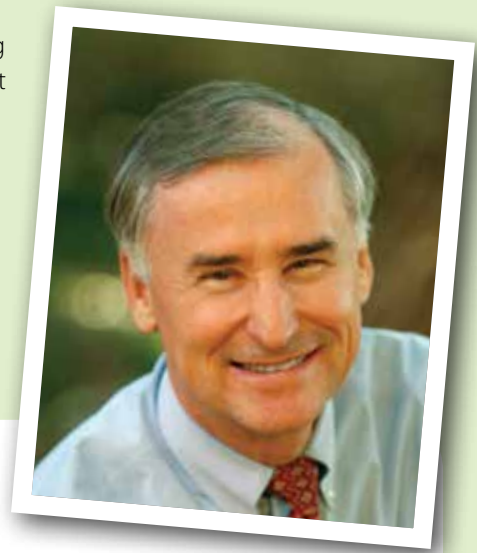


## Dan Bishop

Dan Bishop joined the CO+OP team in the Spring of 2005. His passion for saving ministry dollars is shown through his work in helping CO+OP Members connect with Vendors, and helping prospective Vendors become productive CO+OP participants. He understands the value of CO+OP electricity agreements and helps Members participate with our electric provider.

Dan is a member of First Baptist Church in Richmond where he actively serves. He is married to Grace, has three grown children, and one precious granddaughter.

Read more about Dan below...



**Three words to describe me would be...** too many words

**I do my best thinking when I am...** eating ice cream

**I always smile when...** I think of Sally Anne, my granddaughter

**My dream vacation would be...** a loooong car trip

**The last book I read was...** Proverbs and Ken Follett's *World Without End*

**You ought to see my collection of...** shirts with the CO+OP logo

**When I am cruising in my car I am...** probably on the phone

**If you ask me there could never be enough...** barbecue, and homemade ice cream

**You will never catch me eating...** turnips

**In my spare time, you will find me...** in a flowerbed, weeding

**My all time favorite movie is...** Mamma Mia and Out of Africa

**When it comes to TV shows, I try not to miss...** Doc Martin

**The one thing I will not leave home without is...** some idea about when I'm coming home

**The best thing about my job is...** knowing first-hand how much we've helped ministries save and learn for the past 25 years.

**What I like about my work at the CO+OP is...** the people – the members, the vendors and the staff...and knowing we are really helping them.

## Lauren Burnside

Lauren joined the CO+OP team as our graphic designer in 2009. While serving the CO+OP, she also serves small studios, churches, and corporate in-house accounts in the Dallas area. She loves working on the CO+OP magazine, the Texas Ministry Conference, and with several of the CO+OP vendors for whom she creates their ads and promo pieces for the magazine. Lauren's unique skills in design and layout has brought excellence to our CO+OP magazine.

Lauren and her husband are celebrating 10 years of marriage this year and were very recently blessed with their first child in February, a son they named Mason Miller Burnside.

Learn more about Lauren below...



**Three words to describe me would be...** mom (sorry, a lot of my answers are going to revolve around our new son) ☺, stubborn, curious

**I do my best thinking when I am...** riding in the car

**I always smile when...** my son smiles

**My dream vacation would be...** a tour through England, Spain, France and Italy

**The last book I read was...** "Healthy Sleep Habits, Healthy Child" by Marc Weissbluth, M.D.

**You ought to see my collection of...** old cameras, especially the camera my grandmother bought with her first paycheck

**When I am cruising in my car I am...** trying to avoid traffic or getting stuck behind someone driving too slowly

**If you ask me there could never be enough...** free time with my husband and son

**You will never catch me eating...** sushi

**In my spare time, you will find me...** with my family or trying to catch up on all my reality shows on the DVR

**My all time favorite movie is...** "The Other Guys"

**When it comes to TV shows, I try not to miss...** How I Met Your Mother and The Big Bang Theory

**The one thing I will not leave home without is...** My cell phone

**The best thing about my job is...** being able to use the gifts God gave me to help provide for my family

**What I like about my work at the CO+OP is...** working with a great team and the opportunity to use my creativity to glorify God





## Leslie Gawthorp

Leslie joined the CO+OP team in 2012 as our Member Relations Representative for the Dallas-Fort Worth and Hill Country member organizations. Her enthusiasm and desire to serve ministries shows through her connections with CO+OP Members.

The daughter of a Pastor, Leslie was born in Dallas and raised in Austin. She had the opportunity to open a chain restaurant in Puerto Rico, where she lived for six months, and then lived on a yacht in St. Thomas for a month before returning home to start college. She and her husband, Monte, have been married for 17 years and have three beautiful children. Their mission is to serve and they are looking forward to their first family mission trip together.

Learn more about Leslie below...

Three words to describe me would be... Friendly, Honest, Loyal

I do my best thinking when I am... Alone in my room

I always smile when... I think about my kids

My dream vacation would be... Tahiti

The last book I read was... "How to Talk So Your Kids Will Listen & How to Listen So Your Kids Will Talk" by Adele Faber and Elaine Mazlish

You ought to see my collection of... No collections, I'm a de-clutterer!

When I am cruising in my car I am... Listening to K-LOVE

If you ask me there could never be enough... Time with my family

You will never catch me eating... Canned spinach, bleh!

In my spare time, you will find me... Reading or playing with my kids

My all time favorite movie is... Platoon

When it comes to TV shows, I try not to miss... Vampire Diaries

The one thing I will not leave home without is... my lipgloss

The best thing about my job is... Working with other Believers and I work from home!

What I like about my work at the CO+OP is... I am able to help other people in ministry save money, so that more money goes back into the ministry...which is where it should be!

## Lisa Young

Lisa joined the CO+OP team in 2011. She stays busy keeping the office organized and running smoothly. If you call the CO+OP office, it is her voice you will probably hear on the other end. She also has the responsibility of bookkeeping for the CO+OP and helping with the Texas Ministry Conference.

She has been married to Everett for 33 years. They have two children, one son and daughter, three beautiful granddaughters and one grand-dog. Lisa and Everett love to travel and have experienced some awesome trips, including an up-close and personal encounter with a humpback whale.

Read more about Lisa below...



**Three words to describe me would be...** dependable, organized, and realistic

**I do my best thinking when I am...** organized and uninterrupted

**I always smile when...** my granddaughters are happy to see me

**My dream vacation would be...** Bora Bora

**The last book I read was...** the Bible. Besides that, "The Noticer" and/or "Heaven is For Real" (I can't remember which was last.)

**You ought to see my collection of...** miniature tea sets

**When I am cruising in my car I am...** praying, daydreaming, or listening to a sermon (or possibly all three!)

**If you ask me there could never be enough...** gooey dessert!

**You will never catch me eating...** oysters

**In my spare time, you will find me...** wait...what is spare time?

**My all time favorite movie is...** Mumford...maybe. (I forget movies quickly and I didn't forget that one!)

**When it comes to TV shows, I try not to miss...** The Amazing Race

**The one thing I will not leave home without is...** clothing! (I can get by without everything else for short periods of time!)

**The best thing about my job is...** that it's part-time. (Hey, I have a life outside of work too!)

**What I like about my work at the CO+OP is...** the organization that I'm able to bring to the CO+OP office and the genuine appreciation for it.



## Michael Euliss

Michael has been part of the CO+OP team since 2006. With his background in Marketing, Advertising, and Web-based learning systems, he has used his skills and expertise in providing those services to the CO+OP. He creates and implements our email blasts and provides communication tools so we can effectively stay in touch with our Members.

Michael Euliss is the president and founder of the American Institute for Servant Leadership. He is also a motivational teacher and holds several nationally-recognized certifications in training, teaching, and congregational health. Michael resides with his family in North Carolina.

Read more about Michael below...



**Three words to describe me would be...** Honest, Faithful, Loving

**I do my best thinking when I am...** At the ocean

**I always smile when...** My wife or children smile

**My dream vacation would be...** Taking my entire family to the Grand Canyon

**The last book I read was...** "Leadership and Self-Deception: Getting Out of the Box" by The Arbinger Institute

**You ought to see my collection of...** Challenge Coins

**When I am cruising in my car I am...** Going to pick someone up or drop them off

**If you ask me there could never be enough...** Leadership

**You will never catch me eating...** Internal organs of any kind

**In my spare time, you will find me...** If I had any spare time, it would be golfing, fishing, or camping

**My all time favorite movie is...** "Indiana Jones and the Last Crusade"

**When it comes to TV shows, I try not to miss...** NCIS

**The one thing I will not leave home without is...** Prayer

**The best thing about my job is...** Watching others learn, grow, and make a difference in the world

**What I like about my work at the CO+OP is...** Serving with people who have the best interests of every church in mind

## Patti Malott



Patti joined the CO+OP team as Executive Director in March of this year, but she is not new to the CO+OP. She has served on the Board of Directors since the mid 1990's in the capacity of Chairman, Vice-Chair and Treasurer. For the past seven years, she has served as the Managing Editor of the CO+OP Magazine and Texas Ministry Conference Director.

Patti brings with her 23 years of experience as a Church Business Administrator and 12 years at the helm of Upright Ministries, an organization she founded in 2002 to help churches and ministries reduce their risks. She is passionate about helping ministries accomplish their missions by saving them time and money, and reducing their risks.

Patti celebrates 43 years of marriage to her husband, John, two sons and daughters-in-law, eight precious grandchildren and a spoiled Maltese.

Learn more about Patti below...

**Three words to describe me would be...** positive thinker, passionate, visionary

**I do my best thinking when I am...** sitting in my deer blind

**I always smile when...** I am with my grandchildren

**My dream vacation would be...** taking family and friends to the Upper Peninsula of Michigan in October to experience the changing of the seasons

**The last book I read was...** "Start" by Jon Acuff

**You ought to see my collection of...** books

**When I am cruising in my car I am...** listening to CFBC Worship Tapes

**If you ask me there could never be enough...** chocolate

**You will never catch me eating...** crawfish or sauerkraut

**In my spare time, you will find me...** bow, rifle or black-powder hunting and riding my 4-wheeler

**My all time favorite movie is...** Les Miserable

**When it comes to TV shows, I try not to miss...** The Voice and Castle

**The one thing I will not leave home without is...** My iPhone and my Starbucks cup

**The best thing about my job is...** the variety of opportunities in serving others and the joy of helping those in ministry save time and money. Together, we grow!

**What I like about my work at the CO+OP is...** the opportunity to help others reach their potential and serving with an incredible team of people.





### MISSION STATEMENT

At Integrity Furniture, our mission is to honor God through relationships with our customers and suppliers by offering quality products at reasonable prices with superior customer service.

### WHO WE ARE

We are a family-run business with offices in Dallas and Longview, TX, but we also sell nationwide through our website. We are a small company, but we can meet big needs. Our customers range from small schools and local congregations to mega-churches with well over 10,000 members. Each customer is equally important to us.



### WHAT WE DO

Since 2000, our Texas-based business has helped churches and schools meet their furniture, equipment, and educational supply needs. Special care is taken to provide personal customer service ensuring each customer is completely satisfied. We represent over 200 suppliers allowing us to furnish nurseries, classrooms, reception areas, cafeterias, offices, worship centers, etc. We are equipped to work within our client's budgets to ensure they get the highest quality products and service possible. Our sales process also includes personal follow up to ensure proper delivery. Several delivery options are available to our Texas customers which include inside delivery and installation. Integrity Furniture will meet your needs.



### WHAT OUR CUSTOMERS SAY

*"Drew and his team were proactive in building our friendship, getting samples, confirming orders and delivering on time. Drew and Integrity Furniture owned our project as much as we did."*

**Kyle Kaigler, Sr. Director of Family Ministry  
Watermark Community Church, Dallas, Texas**

*"Whether helping us to equip a new 54,000 square foot facility or ordering a few chairs for a classroom, we have found Drew and his staff to deliver excellent customer service and follow through..."*

**Andy Reynolds, Minister of Administration  
Mobberly Baptist Church, Longview, Texas**

*“Our church has been doing business with Integrity Furniture for over 11 years. We have continued to be pleased and impressed with how this company lives up to its name. Integrity is the foundation of everything they do. Drew is always looking for ways to accommodate our needs and save us money in the process. He delivers on-time and is quick to ensure our utmost satisfaction.”*

**Brian Mills**  
**McKinney Memorial Bible Church, Ft. Worth, Texas**

*“Our church recently bought furniture for a 20,000 square foot children’s ministry facility. We used the catalog to select color and style of our furniture, which looked fantastic. We were able to borrow samples which helped us make a great decision. The furniture was incredibly easy to move and assemble. We are very pleased with the product and service we received from Integrity Furniture.”*


**Paul DeHaven, Minister to Children**  
**Northwest Bible Church, Dallas, Texas**

*“To get and keep business I ask vendors to know their product, know my needs, offer fair pricing matched with quality service after the sale. For more than six years Integrity Furniture has been my go-to vendor for furniture and equipment needs at Champion Forest Baptist Church. They have delivered—in spades.”*

**Lee Harn, Business Administrator**  
**Champion Forest Baptist Church, Houston, Texas**

*“It was a pleasure working with Integrity Furniture and especially Drew as we went through a rigorous bid process. His prices were competitive and he was willing to visit with our staff to help them determine what they needed and most importantly was willing to provide numerous samples to make our purchase decisions. Drew kept us informed throughout the production process and kept to the firm delivery schedule. Upon delivery, Drew was present to supervise every aspect of delivery and installation as promised. The furniture was placed exactly where we wanted it and in those few cases where we changed our minds, without hesitation he moved the furniture to the new offices.”*

**Dcn. Phillip Jackson, Parish Administrator**  
**Christ the Redeemer Catholic Church, Houston, Texas**

The NACDB is an established, board-certified, nationwide association of firms committed to focusing on the ministry needs and styles of the churches we serve. We stand behind Integrity Furniture because they have been vetted, and we have found them to be honest, trustworthy people with years of expertise, knowledge and a Kingdom focus. [www.nacdb.com](http://www.nacdb.com)




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*Establishing a Financial and Social Legacy for Generations of Servant Leaders*



As a company whose founder and management team are men and women committed to serving the local church, Moran Enterprises, Inc. provides construction and engineering services to faith based organizations as Construction Manager, Owner’s Representative, Construction Consultant, and Engineering Specialist. Through affiliated companies, MEI also self performs the following construction services: Painting and Life Safety Systems (including security and fire alarm installation).

**We provide a construction consulting program exclusive to CO+OP members. This program is designed to assist Communities of Faith focusing on facilities management, construction consulting, engineering consulting, and renovations.**

*“Your Bridge In Building Program”*

**Services Offered:**

- ◆ Church Facility Maintenance Consultation
- ◆ Church Construction—New Build or Renovation Consultation
- ◆ Project Management Services
- ◆ Value Engineering
- ◆ Contract Review and Consultation (Non-Legal)
- ◆ Document Control
- ◆ Mechanical, Structural, and Electrical Engineering



MEI’s church construction services team is comprised of experienced professionals who are active in the local church and understand the challenges of ministry and finance. MEI works closely with its church clients, architects, engineers, and consultants to ensure delivery of the client’s vision.

*At MEI, we are committed to serving our customers and clients with honesty, integrity, respect, and loyalty to Christ and family. We believe a deep commitment that honors service to others forms the basis for strong personal and professional relationships.*

*We are confident that by building on our relationships with one another, we glorify God. The MEI team is committed to excellence and the delivery of quality service.*

*“Moran Enterprises assisted us diligently and always put in the time and effort to ensure deliverables were met. Their professionalism and practical approach to the work made them a valuable part of our team.”*

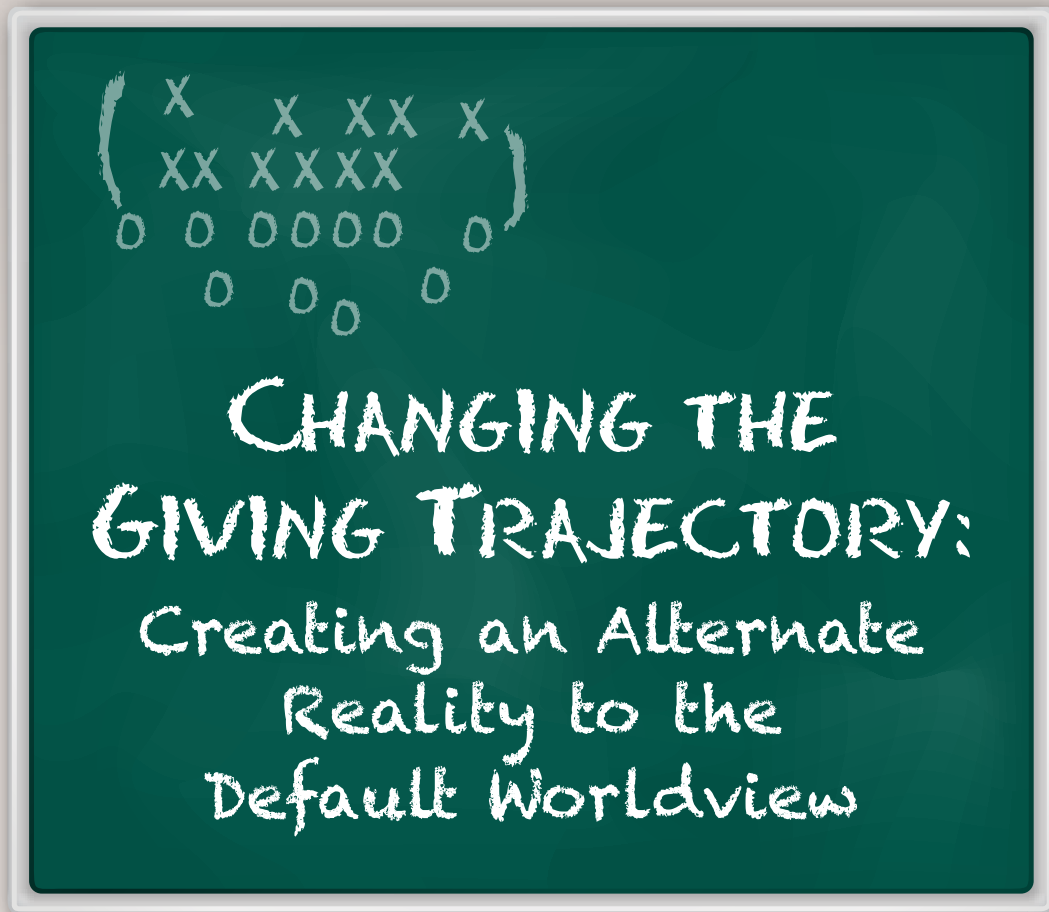
**– Jonathan J. Meir**  
Vice President  
Plaza Construction

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By Brad Leeper

Football season looms. My favorite games come with high offense and risky plays that yield results. Yet, it is the team that handles the most fundamental blocking and tackling that consistently wins.

There is much high-octane offense in the church-giving world. We have consistent cascades of tips and techniques to raise funds. Daily lists, tweets, and blogs give us the plays.

These techniques are helpful. For example, your church should be heading toward the 50%+ level of giving through avenues other than worship services. It is important to know how to leverage this cultural shift.

An effective leader, however, that carefully feeds on the core truths of stewardship and finances, builds a powerful giving platform.

What are the core blocking and tackling truths that establish a robust, fantastic giving platform? What do we celebrate in our Christian worldview that clears the path for Kingdom impact through your church? How might we highlight, celebrate and multiply the truths of our faith, to grow individual disciples and to maximize a Kingdom impact?



***We celebrate that God owns it all.***

He is God. Fact. Certainty. Count on it.

All possessions in heaven and earth bear His ownership mark. "To You, O God, belong the greatness and the might, the glory, the victory, the majesty, the splendor; Yes! Everything in heaven, everything on earth; the kingdom all yours!"

1 Chronicles 29: 11,12 (Message)

*Wise leaders consistently remind the church of this core truth.*

***We celebrate that God will restore His creation.***

We can ask the why in this creation set-up, but God placed us in charge of His handiwork. Our intentions may be honorable, but our outcome so far looks bleak, maybe even looking bleaker. Left to our own management, we have painted poorly on God's canvas.

Yet, God will tenderly restore what is broken. There is a new heaven and earth looming in our future. We long to steward well our God-given job. God will make it right, set the world straight.

For now, we get to manage money and possessions for a short season. There is nothing we keep except for the stored treasures we accrue now in heaven.

*Wise leaders consistently remind the church of this core, redemption-to-be truth.*

***We celebrate in God's provision.***

God owns it all and as a pure Father, delights in providing for His children. "How much more will your Father in heaven give what is good to those who ask Him?"

We often wrestle around the mechanics, the timing, and having other preferred outcomes. The bottom line is that God owns it all and will provide for His children. We do not need to sweat the big stuff or small stuff.

It can feel like a roll of the dice sometimes in how God works. Scripture details all kinds of bizarre plot lines to get to God's working. He gets to where He wants to go. We have confidence and steadfast focus on God's provision.

This truth drives why we incorporate an offering segment in worship. It is in the moment that we acknowledge all things come from God and we trust in the daily bread coming.

*Wise leaders consistently remind the church of this core God-the-provider truth.*

***We celebrate that spiritual growth comes when we disciple people in the grand intersection of personal faith, personal finances, and eternal values.***

Money represents our dreams, wants, and priorities. Money itself is neutral, which is why Paul placed the warning around the love of money. Money is a tool, a cultural mechanism to do life.

Our hearts take this neutral mechanism of money and leverage the value to find God-substitutes. Tim Keller frames this practice well:

"The human heart is an idol factory that takes good things like a successful career, love, material possessions, even family, and turns them into ultimate things. Our hearts deify them as the center of our lives, because, we think, they can give us significance and security, safety and fulfillment, if we attain them."

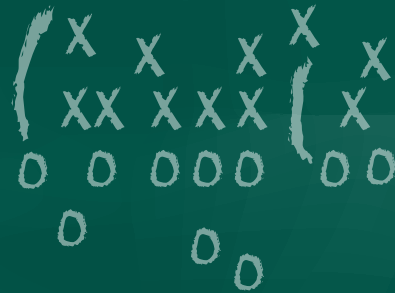
A caring pastor courageously kicks in the doors of this idol factory. A shrewd shepherd engages in healthy conversations about money. To be spiritually healthy, we need consistent exposure to how our hearts have idolized money and what money falsely brings to our self-worth, ultimately replacing God's highest place in our lives.

Discipleship in faith and finances is a core job description. Could Paul be more pointed to the young leader in this function?

"Tell those rich in this world's wealth to quit being so full of themselves and so obsessed with money, which is here today and gone tomorrow. Tell them to go after God, who piles on all the riches we could ever manage—to do good, to be rich in helping others, to be extravagantly generous. If they do that, they'll build a treasury that will last, gaining life that is truly life." 1 Timothy 6:17-19

We have not disciplined anyone until they have a clear practice of the intersection of faith and finances.

There is nothing  
we keep except  
for the stored  
treasures we  
accrue now in  
heaven



What's the alternative? Will Rogers challenged us well: "Too many people spend money they haven't earned, to buy things they don't want, to impress people they don't like."

*Wise leaders help us to smash heart-idols that cheapen our lives.*

***We celebrate making a mark in our culture by our generosity.***

Christians historically live counter-culturally with our money. The Jesus life means we often charge into the building that is on fire to save people when the world runs away from the fire. Keller again helps us capture this contrast.

"The early church was strikingly different from the culture around it in this way – the pagan society was stingy with its money and promiscuous with its body. A pagan gave nobody their money and practically gave everybody their body. And the Christians came along and gave practically nobody their body and they gave practically everybody their money."

When we give, we get to have a front-row seat in God's work. We get to be part of God's work globally and in our neighborhood. That is where the true action is.

Giving generously also marks us as disciples and somehow benefits us personally.

The only recorded words of Jesus outside of the gospels alert us to real value of giving. How can it be that we are far happier giving than getting? Giving frees us from the petty nature of possessions. Giving exposes those idols that drag us to dark places that cheapen our spiritual experience.

*Wise leaders invite us into generous giving leading to enhanced Jesus-living.*

***We celebrate and invest in a vision that is worthy of eternal merit.***

We are a people who build treasure for heaven, for eternity. Let that thought capture your imagination. What we do here in the brief timeline has eternal worth. What is done in the temporal playing field yields something that will last permanently. Any financial planner will declare that exchange a significant return on investment.



Since God owns it all, we can afford to take the risk to invest in eternity, in the things that mirror the very heart of God. And it is dangerous compared to what our heart may tell us in keeping us safe. God is not safe. Remember the C.S. Lewis description of Aslan? "He is not safe, but he is good."

As leaders, we compel, prompt and urge people to live dangerously in the things of the Kingdom. We invite people to dive into an unknown, which is, in its ultimate conclusion, quite well known and certain. We invite into this risk knowing how the game will end. John Ortberg frames our mandate to help people find the real depth of life in losing the comfort zone we think we prefer.

"The decision to grow always involves a choice between risk and comfort. This means that to be a follower of Jesus you must renounce comfort as the ultimate value of your life."

*Wise leaders invite people into dangerous living for a vision, a life that matters.*

Given these essential values, how do we easily incorporate these truths into our church culture? There are many ways to drip these into your church life that will normalize generosity and stewardship.

The easiest? Before each offering moment, take 45 seconds to unpack one of these truths each week. Start at the first idea and work your way through the principles each week. When done with the last, simply reboot at the beginning concept. Over a year, each truth engages the heart of the disciple at least eight times. The blocking and tackling of stewardship sticks hard and fast.

*Wise leaders elevate stewardship to the highest set of values in a church.*

And much thanks to CO+OP for modeling wisdom in leadership and stewardship practices these 25 years! CO+OP drills deep to give tools and resources that allow church leaders to effectively lead ministry within trust and vision. No one gives a dime without a worthy vision and trust in leadership.

Our core value to highlight and to celebrate?

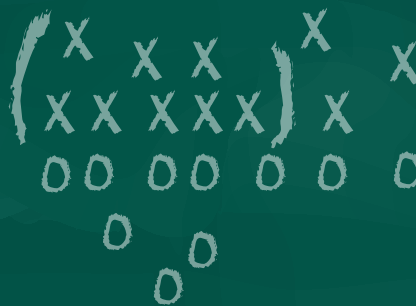
The fundamental truths of stewardship yield life worth living. ✨

### Brad Leeper



Brad earned a Masters in Theology degree from Dallas Seminary and a B.S. in Economics from West Virginia University. He has professional certifications in church risk management and human resources—with diverse experience in financial analysis, adult education, cross-cultural missions and strategic planning.

The decision  
to grow always  
involves a choice  
between risk  
and comfort





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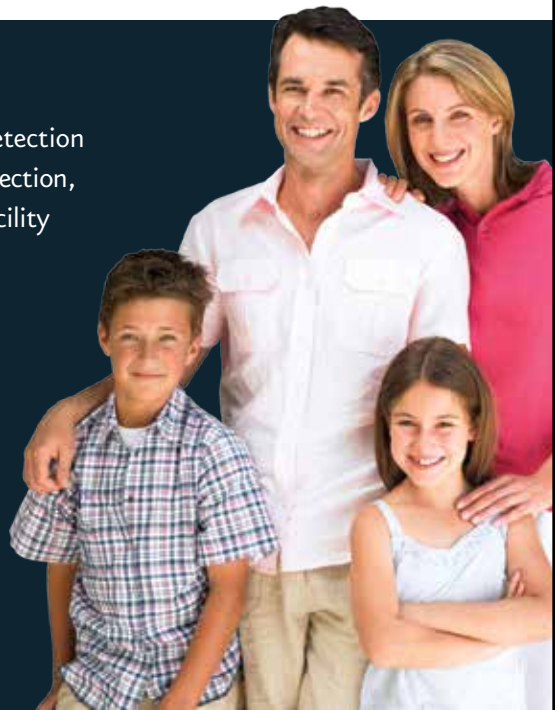
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# knowyourvendor

## Ann E. Williams, PC – Certified Public Accountant

Ann Williams has long been associated with the CO+OP in a variety of ways. She is a speaker at the annual Texas Ministry Conference and sits on the Board of Directors. Her company, Ann E. Williams PC, has now become the newest CO+OP vendor and will offer a wide range of accounting and financial services to CO+OP members.

Ann and her staff offer:

- Tax Audit Assistance and Tax Preparation, including Form 990;
- Bookkeeping and Accounting Assistance, including Reconciliations and Year-end Reporting;
- Internal Audits and Change Management;
- Attestation Services, including Compilations and Reviews.

Their new website [[www.cpawilliamsonline.com](http://www.cpawilliamsonline.com)] was launched in July of this year and provides more information on all of the services they offer their clients. Ann's offices are open 8:30 a.m. to 5:00 p.m. Monday through Friday, with extended hours on Saturday's (8:00 a.m. to 3:00 p.m.) during tax season. Brochures are available regarding their full range of services by calling 832-456-7120. Ann is proud to be able to say that her organization is a member of the Better Business Bureau.

Ann founded her business in 1996 in Pearland and then became incorporated in 2009. As a national vendor, they are easy to reach with two offices in Houston—the original one in Pearland and another location on the West side of Houston. The team is as diverse as their skill sets. They currently have interns from India, Vietnam, and Mexico. The employees are licensed for Advisory Services (Series 6, 63, and Insurance), are licensed as CPAs in the State of Texas, and are Certified Bookkeepers.

Throughout the history of the company, Ann and her staff has worked extensively with churches and non-profits. Some of their Texas-based clients include River Pointe Church in Richmond, St. Luke Missionary Baptist Church in Humble, and Abiding Life Baptist Church and Living Water United Methodist Church, both in Pasadena.

Unique about Ann's organization is that they work diligently to educate their clients on ways that they can improve their processes, resulting in a more efficient and effective client organization. They love what they do and it shows! Their customers say it is a pleasure to work with them, and they are impressed with how Ann and her staff make their difficult circumstances and situations easier to deal with.

They also work to ensure that prospective CPAs have an opportunity to hone their skills by offering a six-month (General), 12-month (Fellow), and 24-month (Resident) Intern program.

On a personal note, Ann and her husband have a very special son named Jonathan—they call him their "gift from God." He has taught their whole family and all of their friends many lessons in patience, endurance, faith and trust.



You can contact Ann at [awillcpa@cpawilliamsonline.com](mailto:awillcpa@cpawilliamsonline.com) or by phone:

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## What a Member is saying about the CO+OP

Whether we have flooded our own buildings or have just needed a mundane order of copy paper, I have relied on the vendors of the Houston Church CO+OP for assistance. Through my church administration career, I have worked with four different churches, and all have used vendors recommended by the CO+OP. I have been involved on the inside since the early days under Hal Machat, serving on the Board of Directors and assisting in vendor reviews. Now I find myself serving as Secretary of the Board and assisting on the vendor committee once again. Through the years, I have seen many changes in the organization. Seeing it as I do from the inside and the outside, I can say that the CO+OP is changing with the times and is now poised to be stronger and better than it has ever been before.

- Susan Converse, Director of Operations, St. Mark Lutheran Church & School

## What a Vendor is saying about the CO+OP

BEMA is proud to be a part of the CO+OP's 25th anniversary. What a significant milestone! We would like to offer a slightly different perspective on this auspicious occasion and express our complete delight over the meaningful relationships that BEMA has developed with other vendors that are part of the CO+OP family. These have also developed through our involvement in the annual Texas Ministry Conference. Each February for the past several years, BEMA has supplied Network Engineers to ensure the day goes smoothly for speakers and vendors in need of technology. Through this process, we have met some very wonderful people who have spoken highly about our services to people they know. One should never underestimate the value of networking.

Speaking of networking, another great venue for vendor relationship development has been through the CO+OP's quarterly vendor lunches. This more relaxed environment offers vendors the opportunity to be 'real' with each other through the exchange of ideas, as well as sharing their interactions with their clients. Lots of brainstorming has taken place at these lunches and things have been put in place to enhance vendor relationships with each other, as well as all of us helping each other reach new clients.

BEMA wishes to extend our warmest congratulations to the CO+OP staff and all its members!

- Doug Reed, BEMA Information Technologies, LLC



## Special Interview with Long-Time **CO+OP** Vendor, Terry Lampman, Creative Coffee

It is not unusual for CO+OP Vendors to stay with the CO+OP once they are vetted and approved. Some of our vendors have been with the CO+OP for many years.

**Terry Lampman, Creative Coffee, celebrates 25 years as a CO+OP Vendor.** Many of you reading this today know Terry because he services your church or ministry by supplying you with coffee and snacks. We thought it would be appropriate to interview Terry since we share the same anniversary.

**CO+OP:** How were you introduced to the CO+OP and what year was it?

**Terry:** Creative Coffee was among the charter vendors of the CO+OP and it literally jump-started my business. I was looking for new accounts and ways to market my business. It was Tom Bolin, the Business Manager and Associate Pastor of First Baptist Church in Katy, who told me about the CO+OP. That was in 1988 and my company is the only one that has stayed this long as a vendor. After Creative Coffee, Professional Janitorial Service signed up.

**CO+OP:** How many other vendors were part of the CO+OP at that time?

**Terry:** There were about 10 other vendors when I signed up... a photocopier company, a lighting company, and several others offering different products and services.

**CO+OP:** What interested you in joining when you did?

**Terry:** It was two-fold—first of all, it was nice being a Christian and secondly, I enjoyed serving other Christians, rather than regular standard customers. I truly looked at it as a ministry. The CO+OP was just starting up and so was I.

**CO+OP:** How many churches were part of the CO+OP when you joined? The CO+OP now has over 1,300 members, so how has that impacted the way Creative Coffee does business today?

**Terry:** When Creative Coffee became a vendor, there were about 200 member churches. Now the CO+OP is moving into 2013 with the capability of getting more information to the vendors and having the ability to

employ various marketing techniques to the members on behalf of the vendors. This all helps our businesses tremendously.

**CO+OP:** What is different about the CO+OP today than when you first joined?

**Terry:** Much is the same—we still have the same support from the CO+OP, yet technologically we are more advanced, I guess. We now have more networking between the vendors and that is helped through the annual Texas Ministry Conference. And the focus for all of us is still serving churches and non-profits with goods and services. The number doesn't matter if we have 200 or 1,300.

**CO+OP:** What has kept you a member of the CO+OP all these years?

**Terry:** There are a lot of churches we serve that no one would take. They buy little in product, but we want to serve them. Especially the small accounts. We want them to buy everything from us. Some companies become vendors and dismiss the smaller churches, but Creative Coffee gives all sizes of churches the same service. We are dedicated to them regardless of their size.

**CO+OP:** What do you do differently in your business today than when you first joined the CO+OP?

**Terry:** Churches are no longer using the old coffee urns and perking for Sunday services and meetings. We came up with the coffee makers that make six gallons in a matter of minutes. We also offer 'coffee on command' in single servings. It is important to keep up with the demands of those in ministry. We recently started the single-serving offering and it is going well. The verdict is still out as to whether it is economical for churches, but there is no waste or labor so we can't automatically say it is more expensive.

**CO+OP:** In your opinion, what are the benefits to ministries of joining the CO+OP?

**Terry:** Going back to the beginning, when we first started calling on churches, the churches that had business administrators would conduct what's called "job costs." But a valid number depends on janitorial staff and volunteers to pick vendors. It is amazing to find out what some were paying other companies for what we were offering. When a church joins the CO+OP, they are getting an overseer by the CO+OP management. The CO+OP monitors pricing and quality of service, and if a vendor doesn't measure up, they won't be around long. The CO+OP does not take on random vendors... they are fully vetted so that members can rest assured that they are getting the best pricing and service available.



**CO+OP:** Has the Texas Ministry Conference been of benefit to Creative Coffee?

**Terry:** I have always looked at the conference a little differently than some. My customers are from Tomball to League City to Katy. I can go years without seeing them face-to-face. The Texas Ministry Conference gives me the opportunity to see them at least once a year and give away products to both current customers and new prospects. It gives me a chance to touch base with those accounts that are established and see how they and their families are doing. I also receive leads from the conference that I can go out and call on.

**CO+OP:** What should CO+OP members know about you?

**Terry:** We do a lot more than just sell coffee and machines. We are a service company and we service churches according to their needs. We also provide free coffee urns that make coffee and have technicians that repair the machines that are installed at churches. If we are servicing a church with coffee, we will ensure their

equipment is repaired the same day or the next day, and not down for Sunday services or an important event. We focus on anything that goes along with coffee service, even down to the smallest items like stir sticks.

**CO+OP:** We'd like to know a little bit about you personally...how do you spend your leisure time?

**Terry:** My hobbies are fishing, boating, and golfing. I am a member of the Houston Classic Chevrolet Club and show classic cars all over Texas. On top of that, we have 1-year old, 2-year old and 5-year old grandsons. We love keeping up with them. It's great to be grandparents!

We thank Terry for taking the time out of his busy schedule to share his thoughts with us. If you are not taking advantage of Creative Coffee's products and services, give him a call at 281-579-2224 or visit his website at [www.creativecoffee.com](http://www.creativecoffee.com).



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Margie Serio  
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Marty Paluch, Director of Operations  
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# And the winners are...!

The CO+OP received many great responses to its recent "Vendor Usage Survey" and we would like to thank everyone who submitted a comment! Two respondents were chosen to receive \$100 Amazon Gift Cards:

**Tom Bolin, First Baptist Church - Katy, TX**  
**Char Nichols, New Life Worship Center - Tyler, TX**

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**Charles Wicker** 800.289.7397  
cwicker@churchinteriors.com  
**Ryan Richards** 512.730.1790  
ryan@churchinteriors.com

### Comfort Systems USA (South Central)

www.csusasc.com

**Rich Fanning** 832-590-5731  
rfanning@csusasc.com

### DTK, Inc.

www.dtkinc.com

**Joe Precup** 713.463.7878  
jprecup@dtkinc.com

### Gulf Coast Security Services

www.gulfcoastsecurity.net

**Scott Gahn** 713.412.8314  
sgahn@gulfcoastsecurity.net

### Hillyard, Inc. 800.399.8489

www.hillyard.com

**Ken Kippes** 713.460.2774 HOU  
kkippes@hillyard.com  
**Kim Woods** 832.646.0383 HOU  
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**Mayra Fernandez** 713.213.0786 HOU  
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**Dan Fox** 713.206.3955 HOU  
dfox@hillyard.com  
**Mark Curtis** 800.728.4120 SAT  
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**Beth Ann Falcon** 210.683.1416 SAT  
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**Jason Walton** 210.655.3201 SAT/AUS  
jwalton@hillyard.com  
**Rosie Reyes** 956.206.4355 Laredo  
rreyes@hillyard.com

### Integrity Furniture & Equipment

www.integrityfurniture.com

**Drew Coleman** 888.600.8639  
drew@integrityfurniture.com

### Mity-Lite Tables & Chairs

www.mitylite.com

**Jeff Jones** 801-224-0589 x227  
jeff@mitylite.com

### Moran Enterprises, Inc.

www.moranenterprises.com

**Victor R. Moran, II** 281.893.1987  
victormoran@moranenterprises.com

### Professional Janitorial Service

www.pjs.com

**Jim Shaw** 713.850.0287 HOU  
jshaw@pjs.com  
**Jimmie Fauth** 713.201.6363 HOU  
jfauth@pjs.com  
**Allen McKee** 512.447.0477 AUS  
amckee@pjs.com  
**Scott O'Brien** 210.824.3367 HC SAT  
sobrien@pjs.com

### RCS Flooring

www.rcsflooring.com

**Rob Schocke** 817.882.0503 DFW  
rob@rcsflooring.com

### Sunset Glass Tinting

www.sunsetglasstinting.com

**Eddy Russell** 281.494.7161  
eddy@sunsetglasstinting.com

### TES Energy Services, LP

www.tesenergyservices.com

**Michael Bernstein** 832.516.8525 HOU  
mbernstein@tesenergyservices.com  
**John Blunt** 214.697.0567 DFW  
john@tesenergyservices.com

### Total Recreation Products (TRP)

www.totalrecreation.net

**Kelly O'Conner** 800.392.9909  
info@totalrecreation.net

## FINANCES

### Frost Bank, Public Finance Division

www.frostbank.com  
**Noel M. Byrne**, Division Manager,  
713.388.1146 HOU  
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**Martha Martin**, Sales Manager,  
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**Kim Spears**, Pub Fin Coordinator,  
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## FOOD SERVICE & SUPPLIES

### Creative Coffee

www.creativecoffee.com  
**Terry Lampman** 281.579.2224 HOU  
creativeci@aol.com

### Sysco/PointSource

www.pointsourceservices.com  
**Dieter Kadoke** 214.336.0935  
dkadoke@pointsourceservices.com  
info@pointsourceservices.com

## INFORMATION TECHNOLOGY

### BEMA Information Technologies LLC

www.bemaservices.com  
**Doug Reed** 713.586.6431  
doug.reed@bemaservices.com

## INSURANCE

### Core Benefits Services

www.corebenefits.net  
**Mike McLaughlin** 713.647.9700  
mike@corebenefits.net  
**Kelly Shea** 713.647.9700  
kshea@corebenefits.net

### Insurance One Agency

www.insuranceonewoodlands.com  
**Gary Benson** 281.350.6277 HOU  
garyb@insuranceoneagency.com  
**Paula Burns** 281.350.6277 HOU  
pburns@insuranceoneagency.com  
**Rick McCrary** 972.267.8000 DFW  
rick@insuranceoneagency.com

## OFFICE EQUIPMENT

### American Business Machines

www.abmtexas.com  
**Daniel Anders** 713.688.8873  
danders@abmtexas.com

## PROFESSIONAL

### Ann E. Williams, PC

www.cpawilliamsonline.com  
**Ann Williams** 832.456.7120  
awillcpa@cpawilliamsonline.com

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# Become a Member and Grow Together with the Foundation of Good Stewardship Resources ... the CO+OP

**CO+OP:** The original cooperative organization for churches, schools, camps, para-churches, and other non-profit ministries.

**What CO+OP is:** Our CO+OP is a non-profit 501(c)3 organization in business since 1988. We are Members and Vendors working together to provide significant savings on goods and services.

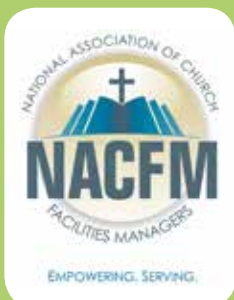
**Why CO+OP:** The purpose of our CO+OP is to help ministries save money on the goods and services they are buying. Examples include:

- office supplies
- electricity
- food service
- security and phone systems
- printing
- signs
- copiers and duplicators
- HVAC resources
- lamps and electrical supplies
- coffee service
- advertising and promotional items
- consulting, training, and development
- banking and lending
- CPA services
- personnel, finance, risk reduction and insurance
- janitorial and sanitation supplies and tools
- roofing and construction
- flooring/floor mats
- custom office stamps
- furniture and equipment
- janitorial service
- maintenance, repair parts and tools
- disaster recovery and carpet cleaning
- glass tinting
- IT services and equipment
- repair and replace A/V electronic devices
- construction management

**Vendors with a national presence include:**

- Blackmon Mooring
- Church Interiors
- National Signs
- Office Depot
- Mity-Lite
- American Institute for Servant Leadership
- Hillyard
- Insurance One

**How to participate: Join by phone 888.350.3264.**



CO+OP participates with... the National Association of Church Facilities Managers (NACFM) and the National Association of Church Business Administration (NACBA).





**Quality People. Building Solutions.**

## **AC · HEATING · PLUMBING · REFRIGERATION**

### **About Us...**

With over 65 years in the mechanical and plumbing contracting industry, Comfort Systems USA (South Central) has positioned itself as a leading provider of lifecycle services and solutions in Houston, Texas and surrounding areas. Our solid reputation for quality workmanship is attributed to our highly qualified and experienced team, whose dedication to our clients and projects is unparalleled in the business.

Our proven performance led us to be among the 12 founding companies of Comfort Systems USA, now the nation's premier provider of mechanical solutions with over 50 affiliate companies across the nation. As a part of the Comfort Systems USA family, our buying power, bonding capacity and financial strength is unrivaled, putting us in a position to provide competitive offerings that give our clients the highest value as well as peace of mind.

#### **Why we stand apart from the rest:**

- Safety record that outperforms the national average
- Technical proficiency with all major manufacturers
- National Footprint / Local Presence
- An Energy-Star® partner
- United States Green Building Council member
- LEED® Accredited Professionals

### **Why Comfort Systems USA South Central?**

We pride ourselves on being the source for all your HVAC and plumbing needs. We not only engineer and design mechanical systems and controls, we install, retrofit, upgrade and finance them as well. Our team of experts look forward to partnering with you to deliver bottom line results throughout the life of your facility.

### **Service and Maintenance**

#### **Customized Programs Designed to:**

- Reduce equipment downtime
- Improve equipment reliability and efficiency
- Protect your investment
- Improve comfort and productivity
- Minimize your building's energy consumption and impact on our environment

#### **Services Available:**

- Service On Demand
- Planned Maintenance
- Preventive Maintenance
- Full Coverage Maintenance
- Building Automation Systems
- Indoor Air Quality (IAQ)
- Energy Services
- Plumbing Services

If you need to supplement your current staff with specific expertise, Comfort Systems USA provides on-site service technicians. This allows your staff to focus on your core business while we handle the intricate details of your mechanical system needs.

**832-590-5700**

**TACLA28034C**

**www.csusasc.com**

**THOMAS DAVIS M-13636**



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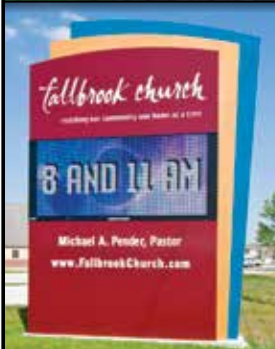
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