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VTS VESTAVIA BUILDOUT PROPOSAL



**YOU MAKE ALL THE
DIFFERENCE**



WHAT WE DO TOGETHER

WE ESTABLISH SUSTAINABLE CENTERS FOR ALLEVIATING POVERTY AND MULTIPLYING DISCIPLES IN THIRD-WORLD ENVIRONMENTS.

Multiplying Disciples
Revealing God's grace
by advancing His Gospel.

At Vapor Ministries, we seek to intentionally form disciples with multiplication as our goal. Through a variety of relevant means, we introduce people to the hope of Christ, teach the truths of God's Word, and equip participants to multiply disciples in their own community.

Alleviating Poverty
Showing God's compassion
by sharing His provision.

At Vapor Ministries, we show the love of Christ by serving the poor without forming dependency. We aim to break cycles of poverty, bringing hope and lasting transformation.

Sustainable Centers
Maximizing God's resources by
empowering His people.

At Vapor Ministries, we seek to develop effective and durable ministry centers in the areas we serve. We develop local people's skills and abilities and engage in a variety of revenue-generating opportunities, all while utilizing culturally relevant means to carry out our mission.



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WHY YOUR SUPPORT MATTERS

Ashon is a 10 year old Kenyan boy. He is the first child in his family to go to school. He has access to life-sustaining, clean water every day. His mother has a job with us that provides consistent income. Ashon is the goalie for his soccer team, and he studies the Word of God with his coach after every practice and game. He has enough food to eat each day and a clean place to sleep each night. Most of this would not have been possible without his local Vapor Ministries center. Before the center was built, Ashon's family struggled to find food & shelter and suffered illness after illness from unclean water. Because of the lack of access to education, their hope for breaking this cycle of poverty was nonexistent.

By supporting the completion of Vapor Thrift Store Vestavia, you will help us continue to serve Ashon, his family, and hundreds of thousands like them in Kenya, Togo, & Haiti. You will help us provide a hand up from the extreme poverty that entangles them. You will be a part of a stateside small business whose sole mission is to help people living in extreme poverty not just survive, but *flourish*.



V LOCAL BUSINESS WITH GLOBAL IMPACT

Our vision to meet needs, feed souls, and elevate God is brought to reality at our centers in Kenya, Togo, & Haiti. In order for these existing as well as future centers to sustainably operate with excellence for many years to come, they must be funded by diverse streams of income. Our generous donors play a key role in funding the ministry, and in addition, Vapor Ministries owns and operates several small businesses both stateside and internationally to aid in our sustainability.

Vapor Thrift Store Greystone, opened in 2009, is our largest business unit grossing over \$1 million in sales in 2018, with all net profit after expenses going directly into the ministry. In October 2018, we opened our second location in Vestavia Hills with double the sales floor space of the Greystone location with an additional 7,000 square feet downstairs. Pending funding, this area will house our wholesale operation and generate even more recurring income for the ministry.

We ask that you prayerfully consider sowing into this project. By God's grace, we have already raised \$110,000, and with your help, we can complete construction and be fully functioning, generating resources for the ministry.



VTS Vestavia Completion

Complete Wholesale Move	\$ 12,800
Crossroads Inventory Storage Buildout	\$ 6,000
Break-room & Office Renovation	\$ 6,000
Floor Refinishing	\$ 21,000
Receiving Area Awning	\$ 11,000
HVAC	\$ 11,000
Prayer Room Buildout	\$ 11,000
Video Surveillance System	\$ 4,000
Exterior Siding Fix	\$ 4,000
Total	\$ 86,800
Oversight & Contingency	\$ 16,000
Grand Total	\$102,800

Our Promise: We treat all contributions, large and small, with tremendous care, respect, and financial discipline, our hearts and minds fixed on the dire needs of the poor and the lost, and on the magnificent promise of hope found in the Gospel.

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WHOLESALE OPERATION BUILDOUT

In order to serve our customers well, we only sell the very best items. Clothing with stains or holes, damaged items, or worn out shoes do not meet our quality standards. However, these items still retain value for the ministry when sold in bulk through our wholesale operation. Currently, we lease space in Westover, Alabama, where we bale these items and sell them by the pound to third parties. This operation is a source of revenue as well as cost savings by avoiding the high rates of garbage disposal.

When choosing the new store facility in Vestavia Hills, one of the selling points was the downstairs area that could be converted into a multi-purpose space that would replace the need for the Westover facility.

By funding this proposal, you will help us finalize bringing our wholesale operation in-house, saving us nearly \$40,000 per year. In order to bring this to reality, we need to complete the modification to the existing loading dock which will make it possible to begin transporting bulk items from the stores into the wholesale area for baling and then onto tractor-trailers as they are sold.

IMPACT TO THE BOTTOM LINE...

Wholesale Move Total	\$86,000
Funded to Date	(\$73,200)
Wholesale Move Remaining	\$12,800



Anticipated Yearly Savings - Wholesale Ops	
Westover Rent	\$22,000
Compensation	\$6,000
Westover Insurance	\$4,500
Other	\$5,000
Total Annual Savings	\$38,000



In 2019, the wholesale business generated over \$90k in revenue for Vapor Ministries. By completing the final components of the \$86k move from Westover to Vestavia, we will be able to remove nearly \$40k in annual expenses!

	2020	2021	2022	Perpetuity
Capital Cost	(\$86,000)			
Cost Savings	\$19,000	\$38,000	\$38,000	\$38,000
TOTAL IMPACT	(67,000)	\$38,000	\$38,000	\$38,000
IRR	56%			



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FINAL CONSTRUCTION PROJECTS

In our initial remodel of this location, we focused our funds and energy on building out the sales floor and processing areas as well as refacing the exterior of the building. This allowed us to begin serving customers and generating revenue right away. Other “behind the scenes” construction projects still need to be funded and executed:

- A break area where staff can disconnect from their work during breaks to get refreshed in order to serve customers well when on duty.
- A Prayer Room where staff can participate in Vapor Ministries’ 24-hour prayer chain.
- Renovation of our office space to accommodate growth in leadership team.
- An inventory storage and fulfillment space for our Crossroads business which sells imported items from our centers as well as Vapor Ministries branded items.
- A cover over the exterior drive-through donation drop-off area to encourage more people to bring their donations even when the weather is rainy and to keep our staff dry as they unload donations.

IMPACT!

Our staff will have additional opportunity to refresh, connect to the global mission, and join our global prayer initiative. This heightened engagement will lead to better productivity, customer service, and overall better store performance.

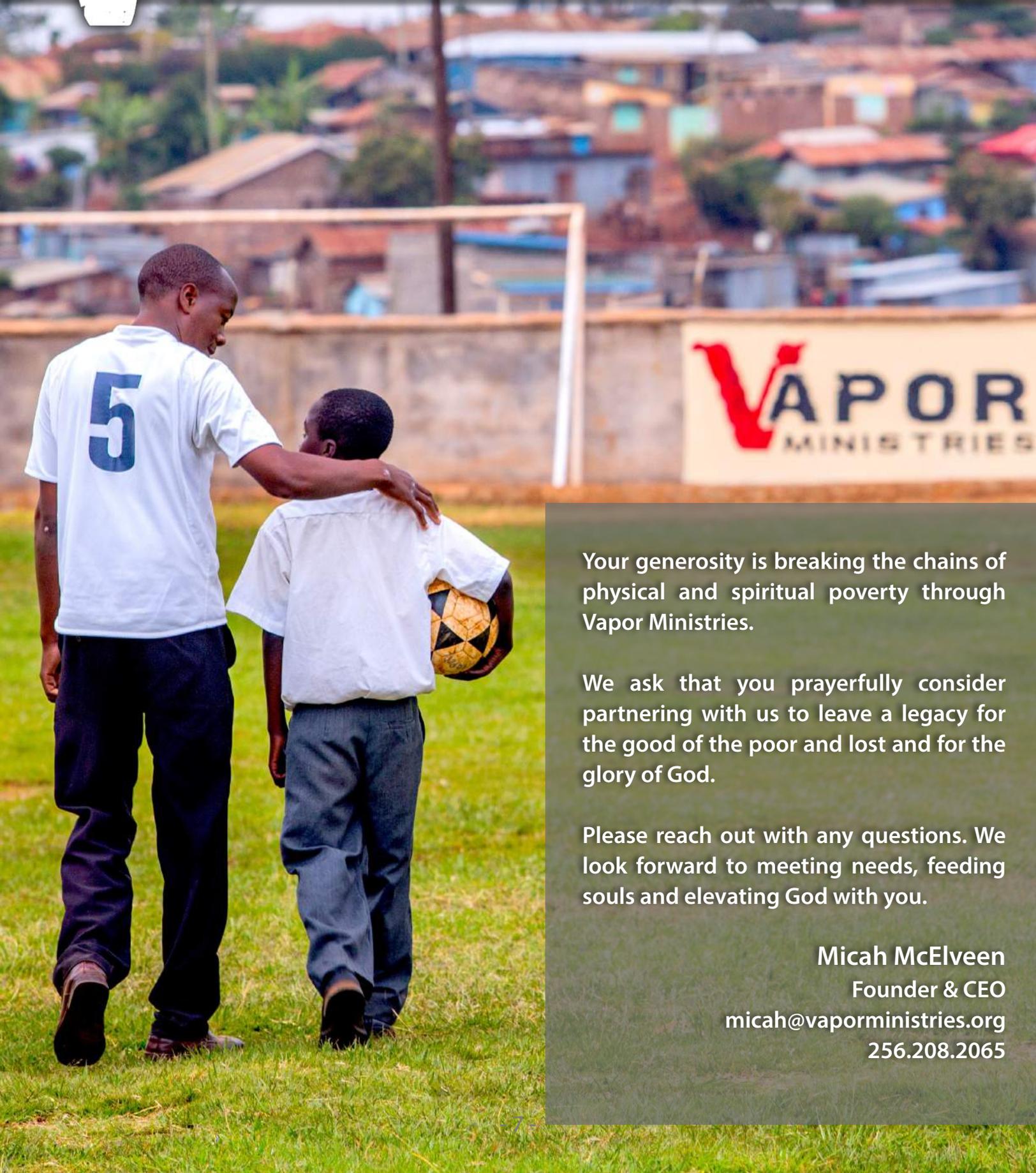
IMPACT!

Vapor Crossroads is a concept which has shown early success. This inventory and fulfillment area will allow us to substantially grow our online business, and lead to a whole new source of sustainable cash flow for Vapor Ministries.



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YOUR LEGACY



Your generosity is breaking the chains of physical and spiritual poverty through Vapor Ministries.

We ask that you prayerfully consider partnering with us to leave a legacy for the good of the poor and lost and for the glory of God.

Please reach out with any questions. We look forward to meeting needs, feeding souls and elevating God with you.

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