Chapter 18: Gift Planning

INTRODUCTION to the LCMS Foundation..... 100

LCMS FOUNDATION SERVICES 200

Investment Services 215
Internet Financial and Charitable
Lifetime Plan for Giving Training Seminars 225
Promotional Resources 230
Congregational Endowments or
Custodial Accounts 235
Charitable Remainder Trusts 240
Gift Annuities 245
Donor Advised Funds 250
Endowment Funds 260
Restricted Gifts and Endowments—
Documentation 261
Endowment Fund Agreements 262
Financial Reporting 263
Financial Accounting 264

LCMS FOUNDATION
GIFT PLANNING COUNSELORS 400

LCMS FOUNDATION ASSOCIATE
GIFT PLANNING COUNSELORS 500

Changes in tax law may affect accuracy of text. Copyrighted. All rights reserved.

18.100: Introduction to the LCMS Foundation

Linking Christians with Giving Opportunities

Please visit our Web site at
http://www.lcmsfoundation.org
or call 1-800-325-7912

The LCMS Foundation is the only LCMS organization that offers comprehensive charitable expertise and services to help you plan and direct your passion for giving to family and all ministries of the church today, tomorrow and forever.

Since 1958, the LCMS Foundation has helped fellow Christians and LCMS organizations achieve their charitable and ministry goals.

We help Christians create their own lifetime plans for giving. We do this through our experienced gift planning specialists, who help you use your God-given resources to achieve your charitable intentions and preserve more of your estate for people you love and ministries you care about.

No matter what your age or financial circumstance, we can help you support ministry. Every year, we assist thousands of faithful donors like you provide for their families and support hundreds of Lutheran ministries including:

- Congregations
- Lutheran elementary schools and high schools
- LCMS Colleges and Universities
- LCMS Seminaries
- National and international LCMS ministry and outreach efforts

LCMS Entities and Auxiliaries
- Concordia Historical Institute (CHI)
- Concordia Publishing House (CPH)
- Lutheran Church Extension Fund (LCEF)
- LCMS Foundation
- Concordia Plan Services
- Lutheran Hour Ministries
- Lutheran Women's Missionary League

…And other local, district, national and international missions, ministries and organizations.

18.200: LCMS Foundation Services

The Foundation staff will help you create a lifetime plan for giving that best suits your financial needs and your desire to provide for your family and your favorite ministries. Our trained, professional gift planning counselors will assist you, your congregation or LCMS organization in:

- A Congregational or Organizational "Transfer the Blessings" ministry.
- Developing personal and family Lifetime Plans for Giving™.
- Making direct gifts to missions and ministries of your choice.
- Creating trusts and other charitable instruments that can benefit both your family and the ministries of your choice.
- Starting and growing endowments for your congregation or ministry.
- Ensuring that your gift is used as you want it to be used.
- Managing your gift, trust or endowment so that your gift is making a difference for our Lord!
- Preparing strategies and assistance to ministries as they develop funds.

18.215: Investment Services

The LCMS Foundation's outside professional investment managers strive for results that approach or exceed their bench- marks, while appropriately diversifying risk and offering clearly defined investment programs.

Gifts under management today include unitrusts, annuity trusts, pooled-income funds, gift annuities, donor-advised funds, endowments, memorials, custodial funds and other financial instruments. Every account is carefully managed to ensure that the results are in keeping with the wishes of the donor.

18.225: Lifetime Plan for Giving™ Training Seminars

Today, the LCMS Foundation is committed to helping congregational leaders, pastors, and development professionals utilize Biblical Christian stewardship wisdom to link Christians with giving opportunities.

We have assembled the best Christian development training throughout The Lutheran Church—Missouri Synod in one comprehensive series. Our Lifetime Plan for Giving™ training seminars address the spectrum of issues related to helping donors discover the joy of giving their lives to God and, in keeping with God's grace, their support of the Kingdom of Christ, tomorrow and forever.

The seminars are divided into six courses that include 24 seminars with guided practicums. Certificates

Changes in tax law may affect accuracy of text. Copyrighted. All rights reserved.

for levels of accomplishment are granted. More information is available at www. lcmsfoundation.org under the "Gift Development Training" section.

18.230: Promotional Resources

The LCMS Foundation offers free Christian estate gift planning brochures on a variety of subjects. Many are promotions of specific gift instruments that are used to support family and ministry now and in the future. Others offer valuable information about how to communicate stewardship and Christian estate planning. The Foundation's brochures are free upon request; please contact us for more information.

You may also choose to customize the Foundation's brochures specifically for your ministry organization. On our website, www.lcmsfoundation.org, click on "Downloadable Resources" to access PDF files that leave open areas to add your organization's logo and contact information. You may also choose to use our copy text contained in our brochures, newsletters, or bulletin inserts within your own creation.

The LCMS Foundation's marketing and communications department can assist your organization with conducting effective gift planning campaigns that promote awareness, provide resources, and help strengthen future ministry. Each year the Foundation conducts direct mail, email, and telephone campaigns for charitable gift annuities, endowment funds, bequests, and many other types of Christian estate gifts. These campaigns inform, educate, and bring opportunities to donors who may wish to support their favorite LCMS ministry in ways beyond the direct gift.

The Foundation will help your organization build a campaign that specifically promotes your organization, or even a specific area of your ministry, such as the endowment fund. Many resources created by the Foundation are free to request, and free to customize for targeted purposes.

18.235: Congregational Endowments or Custodial Accounts

The LCMS Foundation provides assistance for LCMS congregations that want to:

- Create an Endowment Fund, and/or
- Create a Congregational Custodial Account

There are several advantages your congregation can receive by establishing an endowment or custodial account. The LCMS Foundation staff would be pleased to discuss the program that's available to you and your congregation. You or your endowment committee can easily work with our staff to create the program that suits your congregation's needs now and into the future. The LCMS Foundation can provide you with sample forms, sample drafts of endowment agreements and the technical assistance to help you easily establish, promote, grow and manage an endowment that best serves your congregation's needs.

The Foundation staff has a broad range of experience and expertise helping congregations design everything from restricted endowments to perpetual accounts with various spending or reinvestment plans. In addition, the Foundation staff can offer assistance to you in approaching specific individuals to ensure that your endowment can get adequate funding to truly further your ministry. This same program is available to any LCMS ministry that has a need to ensure that its endowment program and assets are entrusted to a professional staff that understands and cares about our church. For additional information about how the Foundation can help you and your congregation, call the Foundation's support team at 1-800-325-7912, or visit www.lcms-foundation.org.

18.240: Charitable Remainder Trusts

The LCMS Foundation provides professional trust management services to individuals within our church body. There are several benefits that a charitable remainder trust provides to both the person who establishes it and to the ministries (which could be your congregation) he or she names to receive the remainder value once the trust terminates.

This type of trust allows a person to transfer cash, securities, or other forms of property such as real estate, etc., into a trust that provides an income stream for themselves (or anyone they name) for life or a term of years depending on the goals they want to accomplish. There can be tax advantages to the individual and/or the family of the person who establishes a charitable remainder trust. And, of course, the trust will be a benefit and blessing to the congregation or ministry the individual has named to receive its remainder value once it terminates.

The LCMS Foundation can handle all details involved with establishing a charitable remainder trust including calculating the charitable deduction the individual will receive once it is established and the amount of income the individual can expect to receive. Once established, the individual receives quarterly, semi-annual or annual statements. In addition, the LCMS Foundation prepares all related tax documents on the trust as well.

Changes in tax law may affect accuracy of text. Copyrighted. All rights reserved.

18.245:
Gift Annuities

A Gift Annuity is a method for the donor to receive a fixed payment for life with the net remainder value going to the congregation or ministry chosen by the individual who establishes the annuity. A Gift Annuity can be established with the LCMS Foundation for as little as $5,000, making this an attractive planned gift. Gift annuities are particularly attractive to older donors because of the amount of the payment, a portion of which may be tax free, and the income and estate tax benefits. The Foundation provides all information needed to establish a Gift Annuity, including the exact charitable contribution deduction allowed.

18.250:
Donor Advised Funds

A Donor Advised Fund allows the individual to make a gift in one year and then advise as to how the gift is used. Donor Advised Funds are good for donors who would like to continue to be involved in the gift and possibly involve their family when advising of the distributions. Tax and estate savings can be obtained when a gift is made in this fashion. Donor Advised Funds are simple to establish and help individuals and ministries reach their stewardship goals. The minimum initial contribution is $10,000. The Foundation can handle all details needed to establish a Donor Advised Fund, including calculating the exact charitable contribution deduction allowed.

18.260:
Endowment Funds

An endowment fund is a ***permanent*** fund of property or money bestowed upon a congregation or other ministry. Typically, the income earnings from the endowment is used to serve the specific purpose for which the gift was intended.

18.261:
Restricted Gifts and Endowments — Documentation

A permanent file should be established for each temporarily or permanently restricted gift received by an organization. The following items should be maintained in the file for:

A. Temporarily Restricted Gifts

1. Donor's name and address.
2. The amount of the gift.
3. The date gift is received.
4. The donor's restrictions or stipulations on the use of the gift. The donor's original correspondence or documentation used should be included.
5. The name(s) of the person(s) responsible for the recipient ministry.
6. An acknowledgement of the gift to the donor.
7. Periodic report(s) to the donor on the gift's use.

B. Permanently Restricted Gifts

1. Donor's name and address.
2. The principal amount of the gift.
3. The date funds are received.
4. Terms and restrictions on the investment of principal.
5. The restriction of income.
6. The name(s) of the person(s) responsible for the recipient ministry.
7. An acknowledgement of the gift.
8. Periodic reports (if required) to the donor.

18.262:
Endowment Fund Agreements

A set of bylaws should be established for the congregational endowment fund, and the document should include the following:

1. Name
2. General purpose
3. Duration
4. Governing board and officers
5. Fiscal year
6. Duties
7. Powers
8. Amendments

Foundation gift planning counselors (see sections 18.400 and 18.500) stand ready to provide all the assistance you may need with setting one of these up.

18.263:
Financial Reporting

Within two months after the close of each fund's fiscal year, and at such other time as it is necessary, an itemized, written statement should be prepared. It must accurately reflect the position of the fund's income and corpus accounts as of the date of the statement and should indicate the receipts, disbursements, and changes therein since the fund's inception or the previous accounting. When the statement is completed, it should be submitted to the voters' assembly or church council for their awareness and general oversight.

18.264:
Financial Accounting

The congregation should maintain the records of the endowment within the congregational accounting structure.

Changes in tax law may affect accuracy of text. Copyrighted. All rights reserved.

18.400
LCMS Foundation Gift Planning Counselors

CALIFORNIA-NEVADA-HAWAII DISTRICT
MR. BRIAN HYDE
2772 Constitution Drive, Suite A
Livermore, CA 94551-7566
Phone: (925) 245-4016
Email: Brian@CNH-LCMS.org

CHICAGO REGION
MR. RAY PAGELS
405 S. Rush St.
Roselle, IL 60172-2228
Phone: (630) 259-8471
Email: Ray.Pagels@lfnd.org

COLORADO REGION
Mr. Jason Jones
3921 Celtic Lane
Fort Collins, CO 80524
Phone: (970) 988-0305
Email: Jason.Jones@lfnd.org

EASTERN DISTRICT/CAMP PIONEER MINISTRIES
Mr. Richard Paul, CDE, SR. GPC
5111 Main St.
Williamsville, NY 14221-5295
Phone: (716) 634-5111 ext. 17
Email: RichPaul@earthlink.net

FLORDIA REGION
Mr. James Pennington, CDE
6730 Lake Clark Dr
Lakeland, FL 33813
Phone: (863) 370-0305
Email: James.Pennington@lfnd.org

IOWA DISTRICT WEST
MR. JAMES P. SCHROEDER, CFRE, CDE
103 E. Second St. Box 337
Laurel, NE 68745-1990
Phone: (515) 490-7371
Email: Jim.Schroeder@idwlcms.org

LWML
Mrs. Linda Gage, CDE
11810 Old Main Rd
Silver Creek, NY 14136
Phone: (716)946-8111
Email: LindaGage.LWML@gmail.com

MISSOURI/SOUTHERN ILLINOIS DISTRICTS
MR. KIRK MUELLER
11645 Benham Road
St. Louis, MO 63136-6112
Phone: (314) 704-4389
Email: Kirk.Mueller@lfnd.org

NEBRASKA DISTRICT
MR. NEAL KOCH
152 S. Columbia Ave.
PO Box 407
Seward, NE 68434-2204
Phone: (402) 643-2961
Email: NealK@ndlcms.org

OHIO DISTRICT
MS. EILEEN FITZENREITER
606 N. Perry St.
Napoleon, OH 43545-1702
Phone: (419) 599-0213
Email: fitzenreitere@oh.lcms.org

SELC DISTRICT AND LUTHERAN HAVEN
MRS. ROBIN PARIS
2041 W. State Road 426
Oviedo, FL 32765
Phone: (407) 356-5676, ext. 1168
Email: RParis@lutheranhaven.org

DIRECTOR – COUNSELOR PERFORMANCE AND TRAINING
MR. RICHARD PAUL, CDE
5111 Main St.
Williamsville, NY 14221-5295
Phone: (716) 634-5111, Ext. 17
Email: RichPaul@earthlink.net

DIRECTOR – TRAINING, AND WEB SERVICES
MR. PHILIP MEINZEN, MS.Ed. CFRE, CDE
802 Barberry Place
West Bend, WI 53095
Phone: 1-800-248-1930, Ext. 1695
Email: Philip.Meinzen@lfnd.org

SR. VICE PRESIDENT – GIFT PLANNING SERVICES
Allen Helms
1333 S Kirkwood Rd
St. Louis, MO 63122
Phone: 1-800-325-7912 ext 1684
Email: Allen.Helms@lfnd.org

Changes in tax law may affect accuracy of text. Copyrighted. All rights reserved.

18.500: LCMS Foundation Associate & Limited Ministry Gift Planning Counselors

CENTRALIA, IL
CHRIST OUR ROCK LUTHERAN HIGH
MR. CHAD KNOLHOFF
9545 Shattuc Road
Centralia, IL 62801
Phone: (618) 226-3315
Email: sales@winningedgeusa.com

CHANDLER, ARIZ., RISEN SAVIOR
MR. MICHAEL N. FISCHER, CFRE, CDE
23914 S. Alma School Road
Chandler, AZ 85248
Phone: (480) 895-6782 ext. 102
Email: fischerm@rslcs.org

MR. ED BEAN
3541 29th St. South
Fargo, ND 58104
Phone: (701) 261-9687
Email: Walleyman4@hotmail.com

CONCORDIA LUTHERAN MINISTRIES
MRS. YVONNE KACZMARCZYK
134 Marwood Road
Cabot, PA 16023
Phone: (724) 352-1571, Ext. 8291
Email: ykaczmarczyk@concordialm.org

CONCORDIA LUTHERAN MINISTRIES
MRS. JENNIFER MCINTIRE
134 Marwood Road
Cabot, PA 16023
(724) 352-1571, ext. 8363
Email: jmcintire@concordialm.org

CONCORDIA SEMINARY ST. LOUIS
MR. TOM REHKOP
801 Seminary Place
St. Louis, MO 63105
Office: 1-800-822-5287
Email: RehkopT@csl.edu

CONCORDIA THEOLOGICAL SEMINARY FORT WAYNE
MR. RAD FINCH
2520 Westminster Place
Marion, IA 52302-5610
Cell: (319) 551-9829
Email: FinchRR@ctsfw.edu

CONCORDIA UNIVERSITY CHICAGO
MS. DEBBIE HOOVER
7400 Augusta St.
River Forest, IL 60305
Phone: (708) 209-3155
Email: Debbie.Hoover@CUChicago.edu

CONCORDIA UNIVERSITY IRVINE
MR. DENNIS COX
1530 Concordia West
Irvine, CA 92612 - 3203
Phone: (949) 872-6860
Email: Dennis.Cox@cui.edu

CONCORDIA UNIVERSITY WISCONSIN
MR. ROY PETERSON, VP ADVANCEMENT
MR. ANDY LOCKE
12800 N Lake Shoer Dr
Mequon, WI 53097-2402
Phone: (262) 243-4533
Email: Roy.Peterson@CUW.org
Email: Andy.Locke@CUW.org

SOUTH WISCONSIN DISTRICT
Ms. Diana Raasch
8100 W. Capitol Dr
Milwaukee, WI 53222-1920
Phone: (414) 464-8100

HARVESTER, MO ZION LUTHERAN
MR. JAMES BRACKMAN
45 Little Creek Lane
St. Charles, MO 63304 (636) 447-3376
Email: jsbrackman@att.net

INDIANA DISTRICT
MR. STEVE STRAUCH
1145 S. Barr St.
Fort Wayne, IN 46802
Phone (800) 837-1145, ext. 214
Email: Steve.Strauch@in.lcms.org

LUTHERAN HOUR MINISTRIES
MRS. TERESA FAIROW
9128 N.E. 16th Ct.
Portland, OR 97211
Phone: (319) 351-6529
Email: Teresa.Fairow@lhm.org

LUTHERAN SENIOR SERVICES
MR. AL KOEPKE
1150 Hanley Industrial Court
St. Louis, MO 63144 - 1910
Phone: (314) 262-8237
Email: AKoepke@LSSliving.org

Changes in tax law may affect accuracy of text. Copyrighted. All rights reserved.

LUTHERAN SENIOR SERVICES
MR. KIRK MATTES
1150 Hanley Industrial Court
St. Louis, MO 63144 - 1910
Office: (314) 446-2412
Email: KMattes@lssliving.org

LWML
Mrs. Patricia Bilow, CFRE, Sr. GPC
115 W. Washington St.
Napoleon, OH 43545
Phone: (419) 392-2656
Email: PatBilow.lwml@gmail.com

MISSOURI (WESTERN) REGION
Mr. Terry Gerdts, CFRE, CDE, Sr. GPC
203 SE Fourth – PO Box 877
Concordia, MO 64020-0877
Phone: (314) 409-5453
Email: Terry.Gerdts@lfnd.org

MR. LLOYD PROBASCO, CFRE, CDE
7810 Katrina Lane
Lincoln, NE 68512-9506
Phone: (402) 328-0970
Email: lprobasco@windstream.net

LUTHERAN SERVICES FLORIDA
MR. STEVE CECCHETTI
3627a West Waters Ave. Tampa, FL 33614
Phone: (407) 878-8397
Email: scecchetti@lsfnet.org

MARTIN LUTHER HIGH SCHOOL, NORTHROP, MINN.
MS. MARGE THIESSE
P.O. Box 228
Northrop, MN 56075-0228
Phone: (507) 436-5249
Email: margethiesse@martinlutherhs.com

MICHIGAN DISTRICT
MR. PAUL WILLS
3773 Geddes Road
Ann Arbor, MI 48105-3098
Phone: (734) 665-3791
Email: Paul.Wills@MI-CEF.org

MICHIGAN DISTRICT—CHURCH EXTENSION FUND
MR. BILL BURMEISTER
3773 Geddes Road Ann Arbor, MI 48105
Phone: (800) 242-3944
Email: Bill.Burmeister@mi-cef.org

MINNESOTA NORTH DISTRICT/ CONCORDIA SEMINARY
MR. DAVID PRIEBE
PO Box 604
Brainerd, MN 56401-0604
Phone: (612) 508-4640
Email: priebe.david@yahoo.com

NEW ENGLAND DISTRICT
MR. AL MACKE, CDE
321 Village Hill Road
Lebanon, CT 06249
Phone: (860) 450-0943
Email: amacke@ned-lcms.org

NORTH WISCONSIN DISTRICT
MRS. JENNIFER NOHELTY, CFRE
310 Pinnacle Way, Suite 201
Eau Claire, WI 54701
Phone: (715) 838-0368
Email: jnohelty@giftplanningservices.com

NORTH WISCONSIN DISTRICT
MR. RON SMITH, CFRE, CDE
310 Pinnacle Way, Suite 201
Eau Claire, WI 54701
Phone: (715) 838-0368
E-mail: RSmith@giftplanningservices.com

NORTH WISCONSIN DISTRICT
DR. RICHARD STEINKE
3340 Delahaut St. Green Bay, WI 54301
Phone: (920) 336-5786
Email: Rick@giftplanningservices.com

ORPHAN GRAIN TRAIN
REV. RALPH SCHMIDT
2807 Cliffwood Lane
Fort Wayne, IN 46825
Phone: (260) 452-4207
Email: RalphSchmidt1947@gmail.com

PASTORAL LEADERSHIP INSTITUTE
REV. PHILIP ESALA
333 Blackstone Drive
Centerville, OH 45459
Phone: (937) 438-3990
Email: Phil.Esala@plinstitute.org

ST. JOHN'S LUTHERAN, WEST BEND, WIS.
CRAIG TOERPE
809 S. Sixth Ave.
West Bend, WI 53095
Phone: (262) 334-4901
Email: ctoerpe@stjohnswestbend.org

ZION LUTHERAN CHURCH
MR. DAN ROTH
SID 2408 Lebanon Ave. Belleville, IL 62221
Phone: (618) 234-4767
Email: LCEFPromo@sidlcms.org

Changes in tax law may affect accuracy of text. Copyrighted. All rights reserved.