Chapter 18: Planned Giving and Investment Services

INTRODUCTION to the LCMS Foundation .......... 100

LCMS FOUNDATION SERVICES ....................... 200

Investment Services ........................................ 215
Planned Giving Seminars and Development
Training ............................................................. 225
Promotional Resources ....................................... 230
Congregational Endowments or
Investment Accounts ....................................... 235
Congregational Endowment Fund Agreements ..... 236
Financial Reporting ............................................ 237
Financial Accounting ......................................... 238
Charitable Remainder Trusts .............................. 240
Pooled Income Trust Fund ................................. 245
Gift Annuities ................................................... 250
Donor Advised Funds ......................................... 255
Personal Endowment Funds ............................... 260

LCMS FOUNDATION
GIFT PLANNING COUNSELORS ...................... 400

LCMS FOUNDATION ASSOCIATE & SPECIFIC
MINISTRY GIFT PLANNING COUNSELORS .......... 500
18.100: Introduction to the LCMS Foundation

Linking Christians with Giving Opportunities
Please visit our website at lcmsfoundation.org or call 800-325-7912

The LCMS Foundation offers comprehensive charitable expertise and services to help you plan and direct your passion for giving to family and LCMS 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

Providing for Family and the Lord’s work
Each year, our experienced gift planning professionals help thousands of faithful Christian stewards like you support a variety of Lutheran ministries through:
- gift annuities
- direct gifts
- wills
- donor advised funds
- endowments funds
- trusts
- pooled income trust

The gift administration team consists of staff attorneys and trust administrators that provide the management services to support and oversee the reporting, accounting and distribution of current and future gifts.

Equipping Ministry for Giving
Many congregations and ministry organizations participate in our Transfer the Blessings ministry. This is a two-pronged ministry put in place by the leaders of the congregation to help members practice good stewardship of the assets that will be a part of their estate when they are called home to heaven.

Transfer the Blessings will help stewards through the spiritual stewardship process of planning how to distribute your earthly blessings. Transfer the Blessings will also aid the recipients of that generosity, whether family or ministry, to responsibly receive these gifts. For ministry, that means having policies and procedures in place that address the proper receipt, management and distribution of gifts. This gives the faithful giver confidence that the ministry will properly handle their generosity.

Managing the Gifts Given
The LCMS Foundation has many resources and consulting opportunities for ministry organizations. Chartered as a companion to all LCMS ministries and congregations, we have more than sixty years of experience with supporting ministry leaders in their efforts to build up treasures dedicated to the Lord.

Endowment funds and investment funds are professionally managed under the same Foundation program. Organizations may describe their investment fund using different names, such as endowment, memorial, scholarship, etc., to reflect the governance or purpose of the fund. Each fund is governed by policy and managed within a framework to fulfill the intentions of the organization.

The LCMS Foundation staff has developed a rigorous process to establish or review, promote, grow and manage investment funds. The LCMS Foundation works with LCMS entities to design the fund. Promotional materials and resources are available to announce, explain and grow the funds.
18.215: Investment Services
The LCMS Foundation’s outside professional investment managers strive for results that approach or exceed their benchmarks, 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: Planned Giving Seminars and Development Training
The LCMS Foundation is committed to helping congregational leaders, pastors and development professionals utilize Christian stewardship principles to link Christians with giving opportunities.

We have assembled Christian development training materials in two different formats. Resources that address the stewardship of gift development, direct gifting, capital campaigns, annual funds and administrative issues are available online at lcmsfoundation.org.

Training in assisting donors with their discovery of the joy of giving through end-of-life or current planned gifts is available in a three-day seminar. This material is covered in a traditional classroom setting and is taught at various times throughout the year in a variety of locations. The schedule of these classes can be found at lcmsfoundation.org.

18.230: Promotional Resources
The LCMS Foundation offers free Christian 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.

You may also customize many of the Foundation’s online resources, including brochures, newsletters and bulletin inserts. On our website, lcmsfoundation.org, click Resources on the home page to access PDF files. Please contact the Foundation for professional graphic design assistance or production support in customizing these materials.

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

18.235: Congregational Endowments and Investment Accounts
The LCMS Foundation provides assistance for LCMS congregations that want to:
• Create an endowment fund, and/or
• Create a congregational investment account

There are several advantages your congregation can receive by establishing an endowment or investment 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 800-325-7912, or visit lcmsfoundation.org.

18.236 Congregational Endowment Fund Agreements
A set of bylaws should be established for the congregational endowment fund, and the document should include the following:

1. Name of the endowment
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 up one of these.
18.237:
Financial Reporting
Within one month after the close of each fund’s fiscal year end and/or the frequency requested by the account holder, 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 period end. When the statement is completed, it should be submitted to the church, voters’ assembly or church council for their awareness and general oversight.

18.238:
Financial Accounting
The congregation should maintain the records of the endowment within the congregational accounting structure.

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. In addition to regular account statements, the LCMS Foundation prepares all related tax documents on the trust as well.

18.245:
Pooled Income Trust Fund
The pooled income trust fund receives gifts from many donors, invests the funds in a diversified portfolio, and distributes the income proportionately among the individual recipients, similar to a mutual fund. However, unlike a mutual fund, when the lifetime payments end, the balance of the gift is used to support the LCMS ministry of your choice. Donors are entitled to claim a charitable income tax deduction for the gift.

18.250:
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 income and estate tax benefits. The Foundation provides all information needed to establish a gift annuity, including the exact charitable contribution deduction allowed.

18.255:
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:
Personal Endowment Funds
An endowment fund allows a donor to create a permanent fund to benefit a congregation and/or other ministries by gifting property or money to the LCMS Foundation. Typically, only the earnings from the endowment are distributed to the ministry(ies) to be used for the specific purpose designated by the donor. The principal of the fund remains held in perpetuity and will provide a continuous income stream for the income beneficiaries. The Foundation works directly with the donor(s) to craft the specific terms of the endowment, manages the investments, and ensures that all funds are being distributed for the purpose intended by the donor.
18.400
LCMS Foundation Gift Planning Counselors

CENTRAL AND SOUTHERN ILLINOIS DISTRICTS
MR. SCOTT RADDEN, CTFA, CGP
2408 Lebanon Ave.
Belleville, IL 62221-2529
Phone: (618) 234-4767
Email: scott.radden@lfnd.org

DIRECTOR–TRAINING AND ASSOCIATE COUNSELOR RELATIONS
MR. PHILIP MEINZEN, MS.Ed. CFRE, CGP
N96W14108 Knollcrest Circle
Germantown, WI 53022
Phone: (262) 707-4493
Email: philip.meinzen@lfnd.org

EASTERN DISTRICT/SOUTHEASTERN DISTRICT
MR. ROBERT WIRTH, CGP
5111 Main St.
Williamsville, NY 14221-5295
Phone: (716) 634-5111 ext. 16
Email: robert.wirth@lfnd.org

ENGLISH DISTRICT
MR. RON GRIMM
290 Carmell Dr.
Pittsburgh, PA 15241
Phone: (412) 584-7039
Email: ron.grimm@lfnd.org

FLORIDA/GEORGIA REGION
MR. JAMES PENNINGTON, CGP
133 My Creek Rd,
Blairsville, GA 30512
Phone: (863) 370-0305
Email: james.pennington@lfnd.org

INDIANA DISTRICT
MR. ANDY BEHRMANN
2195 Glebe St.
Carmel, IN 46032-7294
Phone: (317) 374-2866
Email: andy.behrmann@lfnd.org

IOWA EAST DISTRICT
MR. RAD FINCH
2520 Westminster Place
Marion, IA 53802-2610
Phone: (319) 551-9829
Email: rad.finch@lfnd.org

LWML
MRS. PATRICIA BILLOW, CFRE, CGP
733 N. Perry Street, Suite #4
Napoleon, OH 43545
Phone: (800) 741-4138
Phone: (419) 392-2656
Email: patbollow.LWML@gmail.com

MRS. LINDA GAGE, CGP
11810 Old Main Rd
Silver Creek, NY 14136
Phone: (716) 946-8111
Email: linda.gage@lfnd.org

MRS. CAROL VON SOOSTEN
24 Edgewood Lane North
Centralia, IL 62801
Phone: (505) 730-2064
Email: carol.vonsoosten@lfnd.org

MINNESOTA SOUTH DISTRICT–CONCORDIA UNIVERSITY, ST. PAUL
MR. MATTHEW STEINER, CGP
1303 Birch Dr.
Mayer, MN 55360
Phone: (801) 913-3959
Email: Matthew.Steiner@lfnd.org

MISSOURI
MR. TERRY GERDTS, CFRE, CGP
203 SE Fourth
PO Box 877
Concordia, MO 64020-877
(314) 409-5453
Email: terry.gerdts@lfnd.org

MR. KIRK MUeller, Sr. GPC, CGP
11645 Benham Road
St. Louis, MO 63136-6112
Phone: (314) 704-4389
Email: kirk.mueller@lfnd.org

MS. TERESA NELSON, CGP
11645 Benham Road
St. Louis, MO 63136-6112
Phone: (319) 840-3202
Email: teresa.nelson@lfnd.org

changes in tax law may affect accuracy of text. copyrighted. all rights reserved.
CHICAGO REGION
MR. RAY PAGELS, CGP
402 W. Ladd St.
Arlington Heights, IL 60004
Phone: (847) 226-2262
Email: ray.pagels@lfnd.org

NEBRASKA DISTRICT AND
CONCORDIA UNIVERSITY NEBRASKA
MR. CRAIG STIRTZ, CFRE, CGP
152 S. Columbia Ave.,
PO Box 407
Seward, NE 68434-2204
Phone: (402) 616-0312
Email: craig.stirtz@lfnd.org

OHIO DISTRICT
MRS. EILEEN FITZENREITER, Sr. GPC, CGP
606 N. Perry St.
Napoleon, OH 43545-1702
Phone: (419) 599-0213
Email: eileen.fitzenreiter@lfnd.org

PACIFIC SOUTHWEST DISTRICT
MR. BRIAN HYDE, Sr., GPC, CGP
10810 Merrimack Ave.
Las Vegas, NV 89166-8005
Phone: (209) 613-2125
Email: brian.hyde@lfnd.org

ROCKY MOUNTAIN REGION
MR. JASON JONES, CGP
5774 Graphite St.
Timnath, CO 80547
Phone: (970) 988-0305
Email: jason.jones@lfnd.org

SOUTH WISCONSIN DISTRICT
CRAIG TOERPE, M.ED, CGP
915 Hawthorn Dr.
West Bend, WI 53095
Phone: (262) 707-3005
Email: craig.toerpe@lfnd.org

SR. VICE PRESIDENT – GIFT PLANNING
REV. PHILIP KRUPSKI, CGP
1333 S. Kirkwood Rd.
St. Louis, MO 63122
Phone: 1-800-325-7912
Email: phil.krupski@lfnd.org

VICE PRESIDENT – GIFT PLANNING
MR. RICHARD PAUL, CGP
5111 Main St.
Williamsville, NY 14221-5295
Phone: (716) 634-5111, Ext. 17
Email: rich.paul@lfnd.org

18.500:
LCMS Foundation Associate &
Specific Ministry Gift Planning Counselors

CENTRAL ILLINOIS DISTRICT
REV. CHARLES OLANDER, CGP
2041 1500th St.
Beason, IL 62512-9705
Phone: (217) 416-8842
Email: c-olander@msn.com

CONCORDIA THEOLOGICAL
SEMINARY FORT WAYNE
REV. DR. TIMOTHY PULS, CGP
6600 N. Clinton St., Ambrose B-6
Fort Wayne, IN 46825-4916
Cell: (260) 606-2375
Phone: (261) 452-2260
Email: timothy.puls@ctsfw.edu

CONCORDIA UNIVERSITY IRVINE
MR. DENNIS COX
1530 Concordia West
Irvine, CA 92612 - 3203
Phone: (949) 214-3182
Email: dennis.cox@cui.edu

CONCORDIA UNIVERSITY WISCONSIN
REV. DR. ROY PETERSON, VP ADVANCEMENT
12800 N Lake Shore Dr
Mequon, WI 53097-2402
Phone: (262) 243-4533
Email: roy.peterson@cuw.org

GIFT PLANNING SERVICES
EAU CLAIRE, WISCONSIN
MR. RON SMITH, CFRE, CGP
4410 Golf Terrace, Ste. 101
Eau Claire, WI 54701
Phone: (715) 838-0368
Email: rsmith@giftplanningservices.com

MRS. JENNIFER NOHELTY, CFRE, CGP
4410 Golf Terrace, Ste. 101
Eau Claire, WI 54701
Phone: (715) 271-7354
Email: jnohelty@giftplanningservices.com
HARVESTER, MO ZION LUTHERAN
MR. JAMES BRACKMAN, CGP
45 Little Creek Lane
St. Charles, MO 63304 (636) 447-3376
Email: jsbrackman@att.net

LUTHERAN CHURCH EXTENSION FUND
MR. STEVE STRAUCH, REGIONAL VP - WEST
26522 La Alameda, Ste. 280
Mission Viejo, CA 92691-8574
Phone: (760) 464-4579
steve.strauch@lcef.org

LCMS MISSION ADVANCEMENT
MR. MICHAEL (MIKE) FISHER, CFRE, CGP
3712 E. Summerhaven Dr.
Phoenix, AZ 85044-4532
Cell: (480) 317-5251
Email: mike.fischer@lcms.org

LUTHERAN HOUR MINISTRIES
MR. TOM REHKOP
660 Mason Ridge Center Dr.
St. Louis, MO 63141-8509
Phone: (314) 317-4289
Email: tom.rehkop@lhm.org

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

LWML
MRS. PATRICIA BILLOW, CFRE, CGP
733 N. Perry St.
Napoleon, OH 43545
Phone: (419) 392-2656
Email: patbilow.lwml@gmail.com

MISSOURI (WESTERN) REGION
MR. TERRY GERDTS, CFRE, CGP
203 SE Fourth – PO Box 877
Concordia, MO 64020-0877
Phone: (314) 409-5453
Email: terry.gerdts@lfnd.org

MR. LLOYD PROBASCO, CFRE
7810 Katrina Lane
Lincoln, NE 68512-9506
Phone: (402) 328-0370
Email: lpobasco@windstream.net

MICHIGAN DISTRICT—CHURCH EXTENSION FUND
MR. BILL BURMEISTER, CGP
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
3825 Forestview Ln.
North Plymouth, MN 55441
Phone: (612) 508-4640
Email: priebe.david@yahoo.com

NEBRASKA DISTRICT
MR. NEAL KOCH, Sr. GPC, CGP
152 S. Columbia Ave.
PO Box 407
Seward, NE 68434-2204
Phone: (402) 643-2961 ext. 1002
Email: nealk@ndlcms.org

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

NORTH DAKOTA DISTRICT
MR. ED BEAN
3541 29th St. South
Fargo, ND 58104
Phone: (701) 261-9687
Email: walleyeman4@hotmail.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
MRS. TERI RICE, CGP
PLI - P.O. Box 972
Wheaton, IL 60187-0972
Phone: (224) 250-4738
Email: teri.rice@plileadership.org

Changes in tax law may affect accuracy of text. Copyrighted. All rights reserved.
TOMBALL, TEXAS
SALEM LUTHERAN MINISTRIES
MR. MARTY PALUCH
22601 Lutheran Church Rd.
Tomball, TX 77377-3761
Office: (281) 290-1201
Cell: (832) 465-2946
Email: mpaluch@salem4u.com

ZION LUTHERAN CHURCH, BELLEVILLE, ILL.
MR. DAN ROTH, CGP
LCMS Southern Illinois District
2408 Lebanon Ave.
Belleville, IL 62221
Phone: (618) 234-4767
Email: icefpromo@sidlcms.org