

PLANNED GIVING Spotlight

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Norm Vander Wel**Tribute to a Faithful Steward**

Norm Vander Wel

Norm Vander Wel ended his work this past summer as Director of the FirstFruits Ministry at Barnabas Foundation. In the spring, Norm was diagnosed with pancreatic cancer and is now on permanent disability. It is a difficult time for him and his family as he battles this cancer.

The staff of Barnabas Foundation is extremely grateful for the work Norm has done over the last 11 years helping many churches and touching many individual lives in the area of stewardship. He has been a tireless champion of challenging Christians to handle their financial wealth in a way that honors God.

After many years working as a business owner, Norm followed God's call to use his time and talent in stewardship ministry. In the summer of 1994, Norm became Director of FirstFruits at Barnabas Foundation. Norm and his wife, Lois, moved to Tinley Park, IL in September, 1994.

Throughout Norm's 11 years as Director of FirstFruits, he has provided excellent leadership in the area of stewardship education. His desire has been to help individuals understand God's ownership of all things, and that how we handle those things directly impacts our relationship with God. One of Norm's favorite Bible passages is Deut. 8:17-18 (NIV): *You may say to yourself, "My power and the strength of my hands have produced this wealth for me." But remember the Lord your God, for it is he who gives you the ability to produce wealth, and so confirms his covenant, which he swore to your forefathers, as it is today.*

Norm's leadership was the catalyst for a variety of initiatives:

- From 2000-2002, 13 Growing in Giving conferences were held reaching over 200 churches nationwide.
- Norm was instrumental in starting the Barnabas Foundation/FirstFruits Award program at Calvin Theological Seminary. Seminarians participate in the Crown Ministry Bible study and are personally challenged to live lives of good stewardship as well as be able to preach and teach stewardship in their churches.
- Norm was an active member of an ecumenical group of stewardship leaders across the U.S. and Canada whose desire is to lead the Christian community in growing faithful stewards.

(cont'd. on pg. 3)



Henry Doorn

During the late 1980s and the 1990s Barnabas Foundation received millions of dollars in appreciated stock. With the run up of valuations, especially in the high tech sector, giving stocks made sense. Donors received a charitable deduction for

the fair market value, did not have to pay taxes on the appreciation, and their favorite charity received the proceeds to invest in its mission.

More recently, with the run up in property values, there is a dramatic shift to gifts of real estate. Examples of recent gifts include industrial buildings, condos, vacation homes and undeveloped residential property. In some cases, the donor contributed the entire property. In other cases, they gave a partial interest.

While such property may be difficult for many charities to liquidate (for example, few Christian Schools have the expertise to handle the sale of an industrial building), Barnabas Foundation has the expertise to receive these gifts. Our role is to help donors liquidate assets for the benefit of their favorite charities. Upon liquidation, the proceeds are held in a Stewards Fund account which allows the donor to get an immediate deduction and then recommend distributions to their favorite ministry. For many Christians with a charitable heart, the Stewards Fund gives them the flexibility to make one gift and benefit many charities over an extended period of time.

If you are considering a non-cash contribution to support one or more of your favorite charities, contact us here at Barnabas Foundation and discover how easy and tax efficient such gifts can be.

Real Estate Gift Options

There are many ways to structure a real estate gift. Here are a few approaches people have used to give real estate:

1. **Outright gift of entire parcel of property.**

Example: Donor A wanted to make a large gift to a local capital campaign. Instead of giving cash, he gave a commercial building he owned that had grown substantially in value. Barnabas Foundation received the property, sold it and then distributed the funds to the campaign and to several other charities as Donor A suggested.

2. **Outright gift of a partial interest in property.**

Example: Donor B contributed an undivided 33% interest in a lot to Barnabas Foundation. Barnabas Foundation and Donor B then sold the lot. Donor B received 67% of the proceeds, Barnabas Foundation received 33% and distributed it to Donor B's favorite charities.

3. **Gift of a remainder interest in the property.**

Example: Donor C gave her home to Barnabas Foundation but retained the right to continue living there for her lifetime. She received a charitable deduction for her gift and at her death Barnabas Foundation sold the home and distributed the proceeds.

4. **Gift a parcel but retain a lifetime income.**

Example: Mr. and Mrs. Donor D gave a vacant lot to Barnabas Foundation. The lot was sold without any tax liability and Barnabas Foundation paid the donors an annual income based on the value of the property for as long as they lived.

The exact structure of a particular gift is based on each donor's situation. Barnabas Foundation planners meet individually and confidentially with donors to determine the best way to structure their gift.

Tribute to a Faithful Steward *(cont'd. from pg. 1)*

- Thirty-three churches are currently participating in the Good Steward Ministry program.

Through his work, Norm truly enjoyed interacting with people. Through his warmth, sense of humor and sincere heart, he communicated stewardship on a very personal level. Norm met with many church leaders, councils and stewardship committees helping them provide a dynamic, intentional stewardship program unique to their own church.

Those of us who have had the privilege of working with Norm were a daily witness to his integrity and sense of passion in serving the Lord. We are committed to building on the foundation Norm and his staff have provided. We are confident that Norm's work for Christ's kingdom will one day be rewarded when Norm hears these words from the Lord, "Well done good and faithful servant. Come and share in your Master's happiness." Matt. 25:23

Real Estate Gifts

Consider your Real Estate



George and Gayle Vande Werken

Some gifts have unusual stories to go with them. The gift recently given by George and Gayle Vande Werken is certainly one of them. Shortly after they were married, George and Gayle attended a "free" dinner promoting Florida real estate. George was taken in with the prospect of owning a lot in Florida; Gayle wondered whether

her new husband had taken leave of his senses. In any event, Gayle conceded to her new husband's whim and they bought the lot and held onto it for nearly 30 years. Over the years their interests changed (or maybe became clearer) and the lot grew in value. To sell it meant they would have a substantial tax bill.

They decided to give it away instead. By doing so, they eliminated a tax bill and received a charitable deduction for the land's fair market value. They gave the lot to the Stewards Fund, a donor-advised fund at Barnabas Foundation. Barnabas Foundation sold it and then distributed the proceeds to the charities recommended by Vande Werken.

Do you have real estate that has grown in value? Contact Barnabas Foundation today to see whether it would be better to give part or all of the property instead of writing checks to your favorite charities.

Please contact me about a potential gift of Real Estate.

Call 708/532-3444 or 888/448-3040 (toll-free) or return this coupon to:

Name _____

Address _____

City _____ State _____ Zip _____

Phone _____



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www.barnabasfoundation.com



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Stewardship

Recommended Reading

At Barnabas Foundation we are constantly on the lookout for books that help people in the area of finances and planning from a Christian perspective. Here are a few of our favorites:

Splitting Heirs: Giving Your Money and Things to Your Children Without Ruining Their Lives, by Ron Blue

Whose Money Is It Anyway? A Biblical Guide to Using God's Wealth, by John MacArthur

The Treasure Principle, by Randy Alcorn

The Law of Rewards: Giving What You Can't Keep To Gain What You Can't Lose, by Randy Alcorn

Three Simple Rules: Guaranteed to Improve Your Finances, by Theo Boers



Member News

Are You Promoting Gifts of Real Estate to Your Donors?

As you can read in this issue of Spotlight, real estate is a very popular asset to use for charitable giving. Have any of your donors made a gift of Real Estate? Are you encouraging them to consider one? The article entitled "Real Estate Gift Options" can be used in your own materials if you wish. If you use it, please insert the following "Reprinted with the expressed permission of Barnabas Foundation, Tinley Park, Illinois".

We would be willing to conduct a seminar in your area for your donors on the various "Real Estate Gift

Options." Another option would be for our planners to meet privately with you and/or your donors to assess the proper structure and procedure for a real estate gift. We can help your donor make a gift directly to you or use Barnabas Foundation to accept and sell the property and then send the proceeds to you.

Call 888-448-3040 to discuss the possibility of setting up a seminar for your donors, to arrange a private meeting for you and/or your donors or if you have questions.

Marketing Survey Plan

The Power of Informational Surveys

Look at the first few pages of any newspaper and you will be amazed at the number of articles that are either based on surveys or refer to one that was recently conducted. Surveys are news. And, they are a powerful marketing device.

To leverage that power, Barnabas Foundation has initiated a marketing survey plan to help individual members market Planned Giving to their donors.

Marketing theory suggests that buyers, on average, need to interact with a branded product or service 13 times before they will consider paying money for it. A well-managed survey process provides numerous opportunities to interact with a brand and the benefits of a specific product or service.

To test the effectiveness of our survey strategy and to determine the satisfaction of Barnabas Foundation among our members, we sent out a survey to our members.

(cont'd. on reverse side)

Congratulations



Congratulations to Cindi (Van Dyken) Riemersma on her marriage to Ken Riemersma of Tinley Park, IL. Cindi and Ken were married on August 20, 2005. Cindi came to Barnabas Foundation as our Director of Administration and Finance in August of 2002.

After a honeymoon in Hawaii, Cindi was welcomed back to reality with preparations for our Annual Conference on September 22-23, 2005.

Charitable Gift Annuities

How many Charitable Gift Annuities (CGA's) did your organization issue in the past year? If you haven't issued many or if you asked "what is a Charitable Gift Annuity?" Barnabas Foundation's Charitable Gift Annuity program may be the right solution for you. This program is available exclusively to Barnabas Foundation member organizations. It is included as one of the services we provide you.

CGA's are popular planned gifts for people in their 60's, 70's and 80's. They provide a way for individuals to make a substantial gift to your organization while maintaining a predictable income for life. They receive a charitable deduction for their gift and after they are gone, the organization can use the money remaining from the gift.

CGA's can be beneficial for your organization, but also bring responsibility, liability and added expenses.

Many states require registration, disclosures and/or annual reports to issue CGA's to their residents. The costs of accounting and administration, along with the investment and mortality risks associated with CGA's, can make them expensive if not managed carefully.

With the Barnabas Foundation CGA program, you can market CGA's to your supporters without any of the registration requirements, administration or risk associated with having your own CGA program. While the annuitant is alive, all the risks of the CGA are borne by Barnabas Foundation. At the donor's death, the proceeds of the CGA go to your organization.

If you would like information on how to begin your CGA program along with sample marketing materials, contact Lynell at Barnabas Foundation. Call 888-448-3040 today!

Marketing Survey Plan

The Power of Informational Surveys

(cont'd. from reverse side)

Thank you for your overwhelming response. The organizational response rate was 74%! Your responses gave us valuable input. To the right is an example of some of the information we received.

Surveys generally have a greater impact than a brochure because they require some involvement over a number of exposures. They are an inexpensive way to get potential donors to interact with the features and benefits of your ministry.

We will be piloting the survey process with a few of our member organizations and then opening it up later to all of our member organizations. Contact Ed Gabrielse at 888-448-3040 if you would like to partner with Barnabas Foundation on a donor survey.

Barnabas Foundation Member Survey 2005

WHAT IS YOUR LEVEL OF SATISFACTION WITH THE PERFORMANCE BY BARNABAS FOUNDATION ON EACH OF THE FOLLOWING?

Professional Competence (1) (Rank)

4.69

Friendliness when you call (2)

4.65

Responsive to your requests (3)

4.44

Accuracy of Transactions (4)

4.40

Timeliness of Communication (5)

4.36

Frequency of Communication (6)

4.22

Annual Conference (7)

3.81

5.0

HIGHLY
SATISFIED

3.0

1.0

HIGHLY
DISSATISFIED