

Connecting  
Donors, Charities  
& Ministries

CHRISTIAN  
Stewardship  
SERVICES

ANNUAL REPORT  
{ 2011 }



[www.csservices.ca](http://www.csservices.ca)

Christian Stewardship Services  
*actively* works with *Partner Charities*,  
in *donor development* and  
*serves* their supporters by  
*encouraging Biblical stewardship*  
through *planned giving*.

{ CSS MISSION STATEMENT }

## Finishing well and *transitioning smoothly*

As I write my last Annual Report message I am thankful for the privilege of serving CSS for over 14 years. Together we have accomplished much.



I point to the results produced by the CSS “team” of faithful Donors, committed Staff, Board, Committees and worthy Partner ministries. There is a sense of ownership and perhaps even pride about where God has enabled us to lead. (I hear that pride cometh before retirement!) This has been our best

fiscal year and a good legacy year for me to finish on.

In June 2010 I requested the Board to initiate a succession process to enable me to plan to retire in 2012 and also identify a new Executive Director for CSS.

I am VERY pleased that the Board has completed a lengthy process culminating in the selection of Maynard Wiersma as my successor. He was also my choice and the choice of rest of the staff as well. Maynard has been our South West Ontario Representative for three years now and is well prepared for his new position.

I take great comfort in leaving CSS in Maynard’s hands, knowing that he and the others are also in God’s faithful hands..

**Henry Eygenraam**

*Executive Director*

## > FINANCIAL Statements

### New Resources

	2011	2010
New Annuities	\$ 585,000	\$ 530,000
Deposit Agreement Funds	3,860,643	1,397,038
Endowments	243,672	189,042
Bequests	302,139	261,517
Designated Gifts/Flow Gifts	1,265,918	1,016,143
Life Insurance policies and premiums	116,216	1,588,407
Investment income	1,886,387	1,380,524
<b>Total New Resources:</b>	<b>\$ 8,259,975</b>	<b>\$ 6,362,671</b>

### Where Our Resources Went

	2011	2010
Total Gifts disbursed to charity	\$ 1,528,200	\$ 3,324,167
Admin & management fees to operating	278,278	248,914
Other disbursements to Agreement Holders, Annuitants & Insurance Premium	1,704,876	1,954,472
<b>Disbursements Total:</b>	<b>\$ 3,511,354</b>	<b>\$ 5,527,553</b>

### Where Your Gifts Went

	2011	2010
Christian Schools	\$ 220,064	\$ 284,362
Scholarships	11,351	14,480
Christian Reformed Churches	144,263	108,263
CSS Partner Organizations	790,463	505,894
Other Charitable Organizations	362,059	2,411,168
<b>Your gifts to Charity</b>	<b>\$ 1,528,200</b>	<b>\$ 3,324,167</b>
Donated Securities incl. in above:	\$ 518,764	\$ 629,193

### CSS Annual Investment Returns

2011 1 Year ... **5.55%** 3 year avg ... **4.74%** 5 year avg ... **5.17%**  
 2010 1 Year ... **4.69%**

*All returns are Simple Rates of Return earned on Deposits in the Fiscal Year.*

*The CSS Rate of Return continues to rise to beyond that available from most investments.*

Give, and it will be given to you.  
*You will have more than enough...*  
**The way you give to others**  
**is the way you will receive in return.**

{ LUKE 6:38 }

### How CSS Restricted Funds Were Invested

	2011 ASSETS	%	2010 ASSETS	%
Institutional Mortgages and Loans	\$ 17,149,896	57.1%	\$ 14,677,983	58.1%
#Government Provincial Bonds	3,071,832	10.2%	3,091,173	12.2%
*Investments with Jarislowsky Fraser				
JF Bonds	\$ 3,526,518		\$ 1,949,668	
JF Equities	3,629,285		2,980,378	
JF Cash and equivalents	243,530		284,526	
<b>TOTAL JF ASSETS</b>	<b>\$ 7,399,333</b>	<b>24.7%</b>	<b>\$ 5,214,572</b>	<b>20.6%</b>
Cash and Other Assets	2,098,822	7.0%	1,936,959	7.7%
Cash Surrender Value Life Insurance	305,549	1.0%	358,444	1.4%
<b>TOTAL PORTFOLIO</b>	<b>\$30,025,432</b>	<b>100%</b>	<b>\$25,279,131</b>	<b>100%</b>

\* All JF funds shown at market value. # Bonds shown at cost value.

### CSS Operating Expenses

	2011	2010
Salaries and benefits (6.5 FTE)	\$406,151	\$384,812
Travel	33,569	27,530
Professional and Consulting fees	11,763	13,003
Office/Admin/Marketing	50,992	60,126
Rent	15,490	15,318
<b>CSS Operating Expenses</b>	<b>\$517,965</b>	<b>\$500,789</b>

### CSS Operating Income

	2011	2010
Fees from Partners & Assoc. Partners	\$ 273,344	\$ 272,488
Administration & Disbursement Fees	274,299	245,699
Estate Planning Fees	908	5,813
Donations	15,396	700
Interest & Reimbursements	9,022	5,800
<b>CSS Operating Income</b>	<b>\$572,969</b>	<b>\$530,500</b>

Full audited statements are available upon request.

## > THE YEAR at CSS 10-11

- > Amount paid out to charities through gifts and donated income from agreements and endowments was **\$1,528,200** in fiscal year 2010-2011.
- > Another increase in funds being managed by CSS: now **\$30.2 million**, up from \$25.4 million last year in deposits, annuities, endowments, etc, producing income for donors and charities.
- > **\$20,756,000** promised to charity through Will Bequests, Life Insurance policies and Annuities in fiscal year 2010-2011 by CSS clients.
- > **Donations received as gifts of securities in 2010-2011 - \$518,764.**
- > Mortgage and loans to Partners, Churches and Christian Schools now over **\$17.1 million** - up from \$14.7 million in the previous year. **10 new mortgages** put in place this year.
- > **Continued safe and solid Investment Returns on deposits: 5.55% annual rate of return.**
- > The Fifth Annual Planned Giving Conference will be held in Ancaster, Ontario November 2011.
- > Laurinda Beimers joined us as Administrative support in our busy South West Ontario office.
- > Staff and Board continued working on a new Business Plan: "In Your Space" which focuses on a closer working relationship with Partners.

## > HOW WE SERVE our Clients

### Estate and Gift Planning

**Our Regional Representatives** meet with donors, in the comfort of their homes, to help explore and develop an Estate Plan and/or Gift Plan that addresses the needs and wishes of the donor.

The result of the meeting will be a detailed written plan that the donor may take to their lawyer to be finalized. Many individuals comment that the time spent with a CSS representative is very helpful in thinking through their decisions prior to meeting with their lawyer.

Details of our meetings are held in strict confidence and, in normal situations, there is no fee for the first visit.

### Gifting Tools

Creative and responsible use of CSS Gift Planning tools can provide substantial tax and estate planning benefits and can allow you to make larger and lasting gifts to charity while enhancing your income and estate benefits.

### CSS offers experience and impartial advice in choosing and handling

- > Gifts of appreciated securities
- > Charitable gift annuities
- > Gifts of RRSPs and RRIFs
- > Revocable deposit agreements
- > Gifts of life insurance
- > Endowments and more...

### The CSS Letter of Direction

A unique tool to direct your bequests, insurance gifts, cash gifts, gifts of stock, etc. to the charities of your choice. The Letter of Direction delivers:

- > **Flexibility** – update your list of the ministries you want to support without having to change your Will
- > **Privacy** – avoid multiple disclosures of your estate information
- > **Simplicity** – one cheque, one tax receipt
- > **Anonymity**, if desired

### Stewardship

**CSS works** in partnership with Diaconal Ministries and the Christian Reformed Church to promote Biblical Stewardship and practical programs for individuals and churches.

## > OUR PARTNERS in 2011

Back to God Ministries  
 International  
 Beginnings Family Services  
 Bethesda Christian Association  
 Calvin College  
 Calvin Theological Seminary  
 Canada Institute for Linguistics  
 (CanIL)  
 Canadian Christian Education  
 Foundation Inc.  
 Central Ontario Christian  
 Education Foundation (COCEF)  
 Christian Horizons  
 Christian Reformed Church in  
 North America  
 CRC Canada Foundation  
 Christian Farmers' Federation  
 of Ontario (CFFO)  
 Christian Reformed Home  
 Missions  
 Christian Reformed World  
 Missions  
 Christian Reformed World  
 Relief Committee  
 CLAC Foundation  
 Citizens for Public Justice  
 Dordt College  
 EduDeo Ministries  
 Elim Foundation

Foundation for Niagara and  
 Hamilton Area Christian  
 Schools (FNHCS)  
 Friendship Ministries Canada  
 Grand River Advancement of  
 Christian Education Foundation  
 (GRACE)  
 Harvest Endowment  
 Foundation  
 Holland Christian Homes  
 Hope Mission, Edmonton  
 Institute for Christian Studies  
 International Child Care Inc.  
 Lighthouse Community Centre  
 London District Christian  
 Education Foundation  
 Ontario Alliance of Christian  
 Schools Foundation  
 Ontario Christian Gleaners  
 Redeemer University College  
 Rehoboth Christian Ministries  
 Rehoboth Foundation  
 Shalem Mental Health Network  
 Shalom Manor Foundation  
 Society for Christian Schools in  
 British Columbia (SCSBC)  
 The King's University College  
 Tollendale Village  
 World Relief Canada

## > OUR Staff

**A. Henry Eygenraam**, CFP, CLU, CH.F.C. .... EXECUTIVE DIRECTOR  
**Jill Jones**, B.A. .... EXECUTIVE ASSISTANT  
**Chris Platteel**, B.Sc. M.Div. .... FINANCE AND SYSTEMS ADMINISTRATION  
**Laurinda Beimers**, B.A. .... ADMINISTRATIVE ASSISTANT  
  
**Dave Broughton** ..... WESTERN CANADA REP. (DUNCAN, BC)  
**Wayne DeBoer**, B.A. .... CENTRAL AND EAST ONTARIO REP.  
**Ron Knol**, B.A.(Bu.Ad.) LLb. .... WESTERN CANADA REP (EDMONTON, AB)  
**Maynard Wiersma**, CFP ..... SOUTH WESTERN ONTARIO REP.

## > CSS Board of Directors

**Theo Brunsting** ..... *Central Ontario Christian Education Foundation*  
**Rob Datema** ..... *The Lighthouse*  
**Gerry Ebbers** ..... *Society for Christian Schools in B.C*  
**Judy Eising** ..... *Christian Reformed World Relief Committee*  
**Hank deJong** ..... *EduDeo Ministries*  
**Al Karsten** ..... *Christian Reformed World Missions*  
**Terry Veldboom** ..... *Christian Reformed Church (North America)*  
**Ellen Vlieg-Paquette** ..... *The King's University College*

*We thank all our Board members for their faithfulness and enthusiasm  
 for this work. A special thanks to retiring Board Members:  
 Gerry Ebbers who served as our Board Chair until 2011  
 Ellen Vlieg-Paquette who was CSS Treasurer until 2010*

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