

Advancing Stewardship

A PUBLICATION OF  CSS

Christians and Philanthropy

The landscape of charitable giving is exploding!

HENRY EYGENRAAM

For many years, the great majority of charitable giving has been motivated by the need of charities to receive support for the work they do. Charity has been the driving force in the relationship with donors. While this aspect of the relationship will likely continue forever, there is a recent change that charities need to address and that change is “the need for donors to give”. This “need” of the donor has started to push charities into new and innovative ventures.

The news media frequently reports that mega-gifts are being made by individuals and foundations. For example, Warren Buffett of Berkshire Hathaway gives \$30 billion (yes, that is a “B”) to the Gates Foundation. In Toronto, the Royal Ontario Museum opens a \$30 million Michael Lee Chin Crystal addition to the building. The list could go on.

The financial services industry, the banks and the insurance companies are scrambling to get into “the giving business”. They expect big profits to be realized from the promotion and facilitation of philanthropy. Your local bank branch and financial planners are quite eager to provide (sell) products and services designed to facilitate giving.

The helpful folks at Revenue Canada Agency continue to adjust the Income Tax Act in order to encourage individual

Canadians (that's us) to make use of the new rules to support our favourite charities.

Individual charities, ministries and Christian schools are recognizing the need to develop the relationship with their donors. Many of these organizations are recognizing the need to develop their “Case Statement” in which they can articulate their vision and their mission and the need for donor support. In short, a donor will prefer to support and give to a charity or ministry that they believe in, have a relationship with and whose needs they understand. While every charity is very happy to receive a large gift from a donor or an estate, relative-

The size of the dream or the resources available doesn't really matter. The Lord can use the widow's mite and the entrepreneur's wealth.

ly few charities recognize how vitally important it is to have a well written Case Statement which explains what that ministry will do with such a gift and how the donor can partner with them in ministry. Yet it is

just this building of the relationship that forms and strengthens the vital connection between donor and charity.

As CSS engages with Christians from this new donor-driven perspective, we are excited by the increasing number of people who have a vision for what they want to do to support ministries. We have the privilege of meeting people who recognize a need in society and who wish to create something to meet

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News from the editor

As a result of last year's favourable

changes to Canada Revenue Agency's treatment of charitable donations of appreciated securities, CSS saw a huge increase in gifts to ministries using this method. Whether you are giving to your church or considering making a major gift to your six lifelong favourite charities, you can join the generous and cheerful givers who have given shares through CSS. There are lots of creative ideas for maximizing benefits for charity and yourself, e.g. donate shares you might have received when your Life Insurance Company de-mutualised, or flow-through shares in resource companies which you have bought in past years and which have now converted to mutual funds.

Alberta's provincial government recently

announced an even better financial incentive for any kind of charitable gifting by Albertans. Regardless of one's own personal income tax rate, Albertans will receive a taxable receipt equivalent to 50% of the donation value (assuming your annual donations already exceed \$200). In other provinces, the rate assigned to the top income earners (a minimum of 43%, depending on which province) is the rate used to calculate the value of the tax credit; again, regardless of one's own personal tax rate.

CSS is offering a new service to churches

– the Church Legacy Endowment Fund – what does that mean for your congregation? Call and find out how CSS can help your congregation with our focused package designed to amplify the planned giving of your members and provide long term stability for “special” projects.

A new and improved CSS website will

be launched this summer! Check it out at www.cssservices.ca. This is already a fantastic “first stop” resource for researching Planned Giving options!!

Thanks to all those CRC church leaders

who took part in our recent survey on our Stewardship Education programme. Your contributions help us tailor our program to meet the needs of your congregation!

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that need. Some of these dreams start small and, by design, stay that way, while others grow and become international enterprises.

Do you have a dream or vision that you haven't pursued yet?

A few months ago I met a couple with a dream; they had purchased a rural property three years ago with the intent of providing a holistic healing retreat to meet the needs of hurting people.

More recently we were approached for help by a new Ontario branch of an international charity which provides education, leadership development, and healing retreats for business and Ministry leaders.

The size of the dream or the resources available doesn't really matter. The Lord can use the widow's mite and the entrepreneur's wealth.



How will you make a difference? May we help you with your dream or vision?

There is a long list of tools and techniques that are being used today in the creation of planned gifts. Just to name a few:

- **A Legacy Gift made by a Bequest from your estate**
- **A Donor-Advised Fund to enable you to direct your blessings to the places you feel they will have the most benefit**
- **A gift of Appreciated Securities**



Perhaps we can help you by providing an appropriate blend of the available planned giving tools and the benefit of years of impartiality, knowledge and experience. Consulting with donors and connecting the available tools to donor dreams is an exciting activity which opens new possibilities for them and the charities they wish to support.

Our November 9th annual Partner Development Conference will assist partner charities to embrace the new realities evident in today's donor-driven landscape.



“Three Simple Rules”

JILL JONES

Rick DeGraaf is away in Kenya working on a project for CRWRC so I would like to share some pieces of wisdom from a book he frequently recommends, entitled *“Three Simple Rules: Guaranteed to Improve Your Finances”* by Theo A. Boers. According to Mr. Boers, these rules are firmly rooted in the advice God gave us in the Bible which is, of course, our “owner’s manual” for all aspects of our lives.

1. Spend less than you earn

In reality, most people’s problems don’t come from not making enough money but from spending too much. Hebrews 13: 5 advises us: “Don’t fall in love with money. Be satisfied with what you have. The Lord has promised that He will not leave us or desert us”. Mr. Boers offers us practical advice on how to follow this. Understand your income and what part of it is yours and what is not yours. Plan and make sensible decisions on what, when and how to buy what you need. Once you determine how much of your “income” is already spoken for, you’ll realize what amount of income is really available to spend.

2. Save now! Buy later.

Too often we are exhorted to do the opposite; we’ve all seen the advertisements. But God uses the Book of Proverbs to give us advice: “The wise man saves for the future, but the foolish man spends whatever he gets” (Prov. 21:20). Mr. Boers advises us to have various kinds of savings so that you can meet short

and long term needs and prepare for possible emergencies. Use the good years now to prepare for the possible “leaner” years.

3. Know debt

Mr. Boers advises us to first understand our debt, then to manage our debt and then to think carefully before incurring more debt. This should enable us to achieve the ultimate goal of being debt-free. Sounds simple? God warns us about the improper use of debt in Proverbs 22:7 (The Message): “The poor are always ruled over by the rich, so don’t borrow and put yourself under their power”. A stewardly understanding of the use of debt will make it a financial tool instead of a financial burden.

These 3 simple rules can help you (or your children) avoid some pitfalls or start working the way out of a financial mess. For further information regarding the book and the very helpful worksheets, check out the website at www.ThreeRules.org.



Give Generously. Give Confidently

You’ve likely seen this logo on websites and in publications but do you know what it represents?

The Canadian Council of Christian Charities advises us to “Give Wisely” and look for the mark of trust! This logo is a mark of trust for Canadian charities. CSS has recently been approved as a certified CCCC member, and thus is permitted to use the seal. The seal is a mark of excellence; charities displaying the seal must adhere to high standards of integrity and transparency and must meet the following requirements. CSS is proud to say that:

1. CSS is a Christian ministry.
2. CSS has an independent, active governing board.

3. CSS has audited financial statements.
4. CSS provides financial statements to any person upon request.
5. CSS has an audit review committee monitoring internal financial controls.
6. CSS carries on their activities with the highest standards of integrity.
7. CSS keeps their donors informed, respects their confidentiality and uses their donations as directed by the donors.
8. CSS evaluates their activities for effectiveness and efficiency.
9. CSS follows a written code expressing how they meet standards of accountability

Second Annual Planned Giving Conference

The 2007 Planned Giving Conference is designed for staff and volunteers of our Partner Organizations and Christian Schools. The sessions are designed to inspire and challenge you in the advancement of your work.

Who should attend?

CSS Members: Board Members, Executive Directors, Development Directors

Christian Schools: Board Members, Development Directors, Treasurers

Mark your diaries now for Friday November 9th at the Good Shepherd Community Church, (that's near Warden and Steeles Avenues, North East Toronto).

The conference includes several workshop tracks and is intended to provide training in a variety of areas including: *Planned giving, Donor Development for all sizes of organizations, writing a Case Statement for your ministry's project.* We suggest you bring along two participants to provide your organization with optimal exposure to the benefits of various training workshops during the conference.



PROFILE A PARTNER

The Canada Institute of Linguistics



The Canada Institute of Linguistics (CanIL) trains linguists, translators and trainers so that all people may have access to the Bible in their own language. There are approximately 7000 languages in the world of which 2300 are in need of their own Bible translations. We provide training for Wycliffe Bible Translators, other missions and individuals interested in cross-cultural careers and ministries. Located on the campus of Trinity Western University (TWU) in Langley, BC, we offer certificate, undergraduate and graduate degree programs through TWU and ACTS Seminaries with specializations in linguistics, Bible translation, literacy and TESL.

Throughout the 1990s we experienced rapid growth in enrollment to the extent that we needed to move out of our portable building on the TWU campus. TWU granted us space to build and our development efforts in the new millennium focused on raising funds for the three story CanIL Harvest Centre. Completed and fully funded, we moved into this building in 2004. Our development focus has since shifted toward recruiting and funding more students that are interested in Bible translation. Students going into overseas ministries have little opportunity to earn money to pay off student loans. This often results in a significant departure delay for overseas assignments. In order to help facilitate the deployment of graduates, we provide tuition bursaries and scholarships for those going into eligible overseas ministries. It has been rewarding to see a number of these highly motivated young people head towards serving the Lord in their field assignments much sooner as a result of these funds.

Although only recently becoming a member of Christian Stewardship Services, CanIL has already begun seeing positive responses from donors. Donors are making use of the estate planning

services and CanIL has been included in a number of bequests. We have had endowments established, used CSS services in accepting gifts of shares, and seen a number of revocable deposit agreements put in place. In addition, CanIL has found the revocable deposit agreement to be a viable alternative to short term investment of some of our cash reserves. We are grateful to be able to partner with CSS in working for God's kingdom.

For more information about CanIL and our bursary programs, visit us at www.canil.ca/beyondprice/ or contact Dale Schatz at dale.schatz@twu.ca or 604-513-2121 ex. 3933.

Please consult CSS personnel or your professional advisors before acting on ideas or concepts in this newsletter.

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