

Annual Report 2005

Connecting donors, charities & ministries



Message from the Board Chairperson Gerry Ebbers

Some of you have heard me speak on the spiritual discipline of stewardship and how that was practiced (but generally not explained) by our parents, the senior generation. My father, who has terminal cancer, is finally sharing with me some of the principles he and my mother lived by and the specific ways they supported kingdom causes. I'm so thankful that I am hearing these stories finally. What a loss when children don't hear those stories because of the mistaken idea that our giving must be secret.



One of the blessings that our representatives have is to hear these stories when they talk to our parents (and us too, I trust) about estate plans. Thankfully, they often are allowed to share those stories with others, thereby encouraging all of us in our spiritual growth in stewardship.

I encourage all of our partners to share the stories of their supporters in ways which glorify God and encourage the body of believers. In this way we can all be built up in faith and practice

Living Responsibly in God's World

Partner Services

The funding for the work of Christian Stewardship Services is provided by the annual fee paid by our partner organizations. A list of these charities and non-profits is available upon request. Christian Stewardship works co-operatively with and for our partners providing support to their Planned Giving Programs.

CSS Services include:

- Estate and Gift Planning visits for their supporters, board, staff and committees
- Consulting about endowments and long range funding
- Educational, technical presentations to partner Board and committees
- Informational presentations at Membership meetings
- Capital funding and mortgages
- CSS Marketing materials and information

CSS Board of Directors

Bruce Voogd – Citizen's for Public Justice

Ellen Vlieg-Paquette - The King's University College

Hans Mulder – Back to God Hour

***Terry Veldboom** – CRCNA

(Replaced Wayne de Jong – CRWRC)

Marten Van Huizen – Elim Foundation

Henry Koornneef – Foundation for Niagara Christian Schools

Gerry Ebbers – Society for Christian Schools in B.C

We're so thankful that these individuals commit their time to working with CSS and willingly share their experience, expertise and hearts with us.

The Year at Christian Stewardship Services

- Record amount paid out to charities through gifts and donated income from agreements and endowments - **\$1,366,972** in fiscal year 2004 - 2005
- Significant increase in funds being managed by CSS, now **\$17.5 million** is held in deposits, annuities, endowments, etc, producing income for donors and charities.
- Implementation of the Strategic Plan addressing: partner relations, efficiency in completing client files, marketing and communications, stewardship education program.
- Mortgage and loans to partners, and Christian Schools of approximately **\$6 million**
- New partners were welcomed aboard –Mission Services of London, and Canada Institute for Linguistics (BC).
- Four Regional Representatives covering British Columbia, Alberta, Manitoba, and Ontario: a widely experienced team with backgrounds in law, personal financial planning, banking, and investments.
- Full implementation of our new database and client management system, Shalom, allowing more detailed and more frequent reporting to partners
- Development of new logo and marketing materials, updating the image of CSS and offering new materials for clients and partners
- Joint work with Diaconal Ministries Canada to encourage and assist promotion of biblical stewardship in local churches
- Participation in several Days of Encouragement and Christian School Development Conferences across Canada.

Our Partners in 2005

Back to God Hour
Beginnings Counseling & Adoption Services
Bethesda Christian Association
Bible League
Calvin College
Calvin Theological Seminary
Canada Institute for Linguistics
Canadian Christian Education Foundation Inc. (CCEF)
Christian Counseling, Ottawa
Christian Horizons
Christian Labour Association of Canada (CLAC)
Christian Reformed Church in North America (CRCNA)
Christian Reformed Home Missions (CRHM)
Christian Reformed World Missions (CRWM)
Christian Reformed World Relief Committee (CRWRC)
Citizens for Public Justice (CPJ)
Dordt College
Durham Christian Homes Inc.
Ebenezer Home
Elim Housing Society
Foundation for Niagara Christian Schools
Friendship Groups
Holland Christian Homes
Homestead
Institute for Christian Studies
Lighthouse
Mission Services of London
Ontario Alliance of Christian Schools
Redeemer University College
Rehoboth Christian Ministries
Salem Christian Mental Health Association
Society for Christian Schools in British Columbia
Sonshine Community Services
The King's University College
Tollendale Village
Urban Aboriginal Ministries
Work Research Foundation
Worldwide Christian Schools

How We Serve Our Clients



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.



Our **Stewardship Education Co-ordinator**, offers the “Growing and Giving” Program - available to churches to address the issue of meeting budgets, and to educate and inform on Biblical stewardship.

Growing and Giving

- Identifies and develops effective learning/training resources
- Facilitates introductory presentations or workshops on stewardship basics and next steps
- Develop and coach church leaders to be faithful managers of all the resources under their care
- On-site coaching, with the help of Diaconal Ministries Developers, to help churches set up their stewardship programs

CSS works in partnership with Diaconal Ministries of the Christian Reformed Church which provides the major source of funding for this program. The program is available to other congregations as well.

Where Your Gifts Went in 2005

	<u>2005</u>	<u>2004</u>
New Capital		
Deposit agreements	\$ 2,399,751	\$1,406,587
Annuities	441,851	605,451
Endowments	828,794	86,541
Designated Gifts	26,440	58,475
Investment Income	<u>\$ 967,462</u>	<u>\$ 952,726</u>
New Resources Total:	\$4,664,298	\$3,109,780

Where Our Resources Went in 2005

Income paid to scholarships	\$ 24,058	\$ 22,283
Deposit agreements:		
Income paid to holders	257,777	241,146
Income paid to charities	287,535	290,453
Capital returned	906,000	676,092
Annuity payments	307,381	302,258
Gifts disbursed to charity	1,031,251	246,191
Admin & management fees	169,967	103,773
Transfer to annuity reserve	<u>13,484</u>	<u>25,077</u>
Disbursements Total:	\$2,997,453	\$1,907,273
Investment Capital – end of year	\$16,274,631	\$14,607,778

Interest income of **6.43%** was earned on all CSS investments in 2005. Charities and donors shared in this growth from Deposit Agreements, Charitable Annuities and Endowments.

*** information taken from financial statements dated June 30, 2005**

Where Your Gifts Went in 2005

Christian Schools	\$258,721
Scholarships	\$ 24,058
Christian Reformed Churches	\$ 68,140
CSS Partner Organizations	\$793,274
Other Charitable Organizations	<u>\$222,779</u>

Your gifts to Charity in 2005 **\$1,366,972**

CSS distributes gifts routinely from deposit agreements, etc on June 30th and December 31st of each year.

CSS Portfolio Breakdown

Where your money is invested – June 30 2005

	<u>ASSETS</u>	<u>%</u>
Institutional Mortgages and Loans	\$6,920,934	41.7%
Government Provincial Bonds	\$5,002,364	30.2%
Investments with Jarislowsky Fraser	\$3,355,892	20.2%
Cash and Other Assets	\$1,315,527	7.9%
TOTAL PORTFOLIO	\$16,594,717	100%

CSS Annual Investment Returns

2005	6.43%
2004	7.45%
Three year average	6.79%
Five year average	6.78%

All returns are Simple Rates of Return in Calendar Year

Message from a Partner



Worldwide Christian Schools has been blessed by our involvement with Christian Stewardship Services. They provide us with a very beneficial service that we would not be able to offer ourselves. CSS gives the committed supporters of Worldwide Christian Schools the opportunity to support the development of Christian education around the world for generations to come. The folks at CSS conduct their business with a high level of sincerity and professionalism. This is not only evident in their new logo, but also in the way that they regularly update us. Their Partner Reports are clear, precise and simple to read. To both the Staff and Board of CSS: Keep up the great work!

Hank de Jong, Executive Director, WCS

Our Staff

A. Henry Eygenraam , CFP, CLU, CH.F.C.	Executive Director
Jill Jones , B.A.	Executive Assistant
Chris Platteel , B.Sc	Financial and Systems Administrator
Harry Boessenkool	Western Canada Rep. (Surrey, BC)
Ron Knol , B.Ad LLb	Western Canada Rep (Edmonton)
James VanderLaan	South Western Ontario Rep.
Patricia VanOostveen , PFP	Central Ontario Rep.
Rick DeGraaf , MSc	Stewardship Education Coordinator

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