

A woman with long blonde hair, wearing a light blue short-sleeved shirt, is shown from the chest up. She is holding a large amount of dark brown soil in her cupped hands. The background is a plain, light-colored wall. The overall mood is one of care and stewardship.

# Leaving a Lasting *Legacy*

**2019 Annual Report**



# Leaving a Lasting Legacy...



1. ...through **Looking toward the Future**
2. ...through **Estate Planning**
3. ...through **Partnering with Wespath**
4. ...through **stewarding Resources Well**
5. ...through **Expanding the Loan Ministry**
6. ...through **Pathways for Discipleship Grants**
7. ...through **Hosting Educational Workshops**
8. ...through **Celebrating our Donors**

## From our Board Chair



As you review this report, I believe it will be highly evident that the Foundation is entering 2020 with an optimistic commitment to bring even greater value to the ministry of the United Methodist Churches and

organizations in our conference. As the year unfolds, it will be increasingly apparent the board and staff are focusing our services and operational priorities on accountability and sustainability of the Foundation.

As you will note from the comments of our President, Dustin Petz, we have implemented several significant and beneficial aspects in our traditional loan and investment programs. The Foundation will be investing in new methods of support for local church financial programs.

We recognize the continued financial challenges of local church programs. Our responsibility as the Foundation is to assist congregation members as they share their financial resources to enhance the ministry of their local church.

As the Foundation partners with churches and United Methodist institutions to provide secure and effective fund management, we share in the vision of a fulfilling future United Methodist ministry.

**Bill Riley**  
*Board Chair*

## Message from our President



Grace and Peace to you in the name of Jesus Christ, our Risen Lord!

It is my honor to continue leading the vital ministry of the Kansas Area United Methodist Foundation. I am grateful for the wonderful staff and board who offer reliable, servant leadership alongside my efforts. Additionally, I am grateful for your generosity and for the vision of what we can accomplish together as we serve and give. Thank you for this connection.

This past year was one of establishing strategic partnerships with Wespath Institutional Investments and the United Methodist Development Fund, UMDF. These partnerships stem from the fact that we are stronger together, especially when we play to one another's strengths.

Wespath Institutional Investments is the United Methodist agency that has been caring for clergy retirement benefits for over 100 years. In making this transition, the Foundation can offer Wespath's state of the art investments that are socially responsible and provide strong, competitive returns with lower fees than other options. This partnership positions the Foundation to engage our connection in a new, value-added way.

With UMDF helping serve our loan ministry, the Foundation remains a go-to option in caring for loan needs in the Great Plains Conference. This partnership allows us to serve loans well, continue issuing Certificates of Participation to further ministry, and focus on other areas of ministry that are our current strength – investments, legacy giving, and stewardship.

At Annual Conference, the Foundation brought a resolution to be fully autonomous, so that we are positioned to serve the future of the church. The Foundation's broader scope of ministry is to serve churches, families, and organizations currently and formerly of the United Methodist Church. No matter what, your funds and charitable intent are secure with us.

We are excited to grow the ministry of the Foundation to help serve the vision and future of the church. May God lead us into new life together.

**Rev. Dr. Dustin D. Petz**  
*President and CEO*

## Estate Planning for an Assured Future

As a police officer and a pastor, Don and Brenda Davids know how quickly life can change, but they did not have a trust or a will in place. After planning a series of stewardship seminars for her church that focused on personal stewardship and estate planning, the Davids planned their estate as a testament to their congregation of the importance.

Through a complementary service of the Kansas Area United Methodist Foundation, the Davids met with John Griffin, an attorney with Stewardship Counseling, LLC to create their plan.

Over the course of a few meetings, the Davids worked with John to make decisions on their healthcare, end of life, and estate that will later relieve their family of the burden of wondering their wishes.

"It was a painless process that caused us to discuss all of the implications of our health, living well into our old age, and our deaths," Brenda said.

When they started the process the Davids were unsure if they would draft a will or a trust. John presented the pros and cons of each and



Don and Brenda Davids

allowed Don and Brenda to decide which was best. Throughout the process, the Davids appreciated that John provided the "why's", explained the language in a trust, and guided their discussion with open-ended language so that the documents created would be as timeless as possible. After creating their plan, John recommend a cost-effective attorney who drafted their final documents.

"It is the greatest act of stewardship to take care of these decisions for each other and for our children," Brenda said.

With their trust in place, the Davids know that their earnestness to leave a portion of their estate to the ministries of Christian based camping will occur and their legacy will live on through the camp.

The Foundation offers estate planning services to individuals and families, like the Davids, so that they can leave a lasting legacy to the organizations and ministries close to their heart. If you have questions or are interested in creating or updating your estate documents, please contact us at 888-453-8405 or [foundation@kaumf.org](mailto:foundation@kaumf.org).



### FREE ESTATE PLANNING SERVICES

**John Griffin, Esq.**  
*Stewardship Counseling, LLC*

The Kansas Area United Methodist Foundation partners with John Griffin, Esq. of Stewardship Counseling, LLC to provide FREE Estate Planning services. The draft plan may then be given to your attorney to formalize. This service offers you a comprehensive guidance in planning your estate so that it may minimize income, gift, estate and inheritance taxes and facilitate smooth business, farm and asset transitions. This is a service that is scheduled ONLY by appointment. Please contact the Kansas Area United Methodist Foundation for more information at 888.453.8405, [foundation@kaumf.org](mailto:foundation@kaumf.org), or [www.kaumf.org](http://www.kaumf.org)

Thank you to the churches who created a new investment partnership with us in 2019!

Andover United Methodist Church

Council Grove/Dunlap UMC

Eureka: First United Methodist Church

Lecompton United Methodist Church

Lenexa United Methodist Church

Mayfield Federated Church

Wichita: University United Methodist Church

## Partnering with Wespath for Investments



In November 2019, the Foundation changed its investment partner to Wespath Institutional Investments. They are a leader in the investment industry and a pioneer in providing sustainable and socially responsible investing in accordance with the Book of Discipline. In cooperation with Wespath, the Foundation will be able to offer competitive investment returns as well as quarterly updates and investment trainings.

With this new relationship, the Foundation can offer an additional fund option, the Balanced Fund. It seeks to maximize long-term investment returns, while reducing short-term risk by investing in a broad mix of investments. With an asset allocation of 65% Equity and 35% Fixed Income, this fund provides a simple solution for long-term legacy investments.

The Foundation will continue to offer the flexible option of choosing percentage allocations with the Equity, Fixed-Income, and Short Term Funds to meet investments needs, if the Balanced Fund is not preferred.

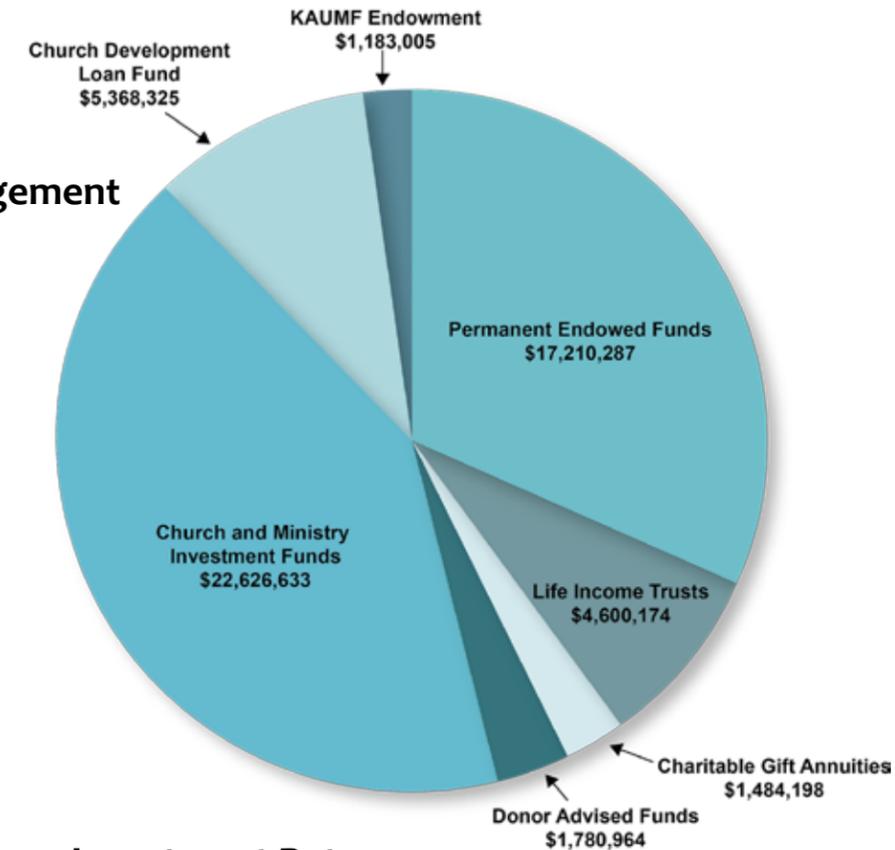
If you have any questions, would like to meet with the Foundation regarding the fund options, or are interested in investing with the Foundation, please contact our office at 620-664-9623, [foundation@kaumf.org](mailto:foundation@kaumf.org), or online at [www.kaumf.org](http://www.kaumf.org).

Learn more about investment options with the Foundation at [www.kaumf.org/investments](http://www.kaumf.org/investments).

## 2019 Financial Information

Assets Under Management as of 12/31/2019:  
\$54,253,587

Funds Under Management  
Total: \$54,253,587  
909 accounts



### Investment Returns

Fund Name	1 Year	2 Years	3 Years	5 Years	10 Years
Balanced Fund	21.44%	6.76%	10.38%	7.27%	8.37%
Equity Fund	24.82%	5.82%	11.46%	7.36%	7.86%
Fixed Income Fund	7.41%	3.49%	3.61%	3.15%	3.98%
Short Term Investment Fund	3.69%	2.38%	1.79%	1.23%	1.13%

\*Investment Returns are annualized returns as of December 31, 2019. The Balanced Fund is the historical performance of the Wespath Multiple Asset Fund, which was made available through the Kansas Area United Methodist Foundation as of November 1, 2019.

**DISTRIBUTIONS TOTALED**  
**\$2,802,172**

**\$1,034,400 TO CHURCH MINISTRIES**  
Through investment funds, we support a wide range of ministries across the state of Kansas. From children's programs to missions trips to renovations, we help churches leave a lasting legacy.

**\$164,100 IN STUDENT SCHOLARSHIPS**  
In caring for scholarship funds and distributing Foundation scholarships, we invest in the future leaders of the church.

**\$88,500 TO CONFERENCE AND AGENCIES**  
In supporting the Great Plains Conference and its related agencies, we partner in the work God is doing across the state. The United Methodist Open Door, Emberhope, Genesis Family Health, Asbury Park, Wesley Towers, and many more are blessed through individuals who are leaving a lasting legacy.

**\$671,000 TO DONOR DIRECTED CHARITIES**  
Through a Permanent Endowed Fund and a Donor Advised Fund, individuals and families can support causes and ministries that are important to them.

**\$843,900 TO INDIVIDUALS**  
Charitable Gift Annuities and Charitable Remainder Unitrusts are a popular way to provide life-time income and leave a legacy. Individuals can also invest in a Certificate of Participation.

# Expanding the Loan Ministry through Partnering with UMDF



Asbury UMC in Prairie Village, KS has a line of credit.



In November 2019, the Foundation partnered with the United Methodist Development Fund (UMDF) to expand its loan ministry.

With the new partnership, the Foundation will be able to offer larger loans and a greater volume of loans to serve more churches and ministries throughout Kansas and Nebraska. Together, the Foundation and UMDF created a *Resource Guide for Building Projects* to help churches and ministries navigate the loan process and requirements.

In the partnership, the Foundation will maintain the relationship with the churches and issue Certificates of Participation to further the work of the loan program. UMDF will be the agent originating and servicing the loans.

The Foundation is honored to serve in providing educational resources and loans, in partnership with UMDF.



K-State Wesley has a loan to expand their ministry through a new building.



## CERTIFICATES OF PARTICIPATION

A Certificate of Participation provides an investment alternative for individuals, churches, and ministries who are seeking the security of a fixed income type vehicle at competitive rates. The Foundation offers Certificates of Participation in Kansas and Nebraska. To learn more about our current rates, please visit [www.kaumf.org/cp](http://www.kaumf.org/cp).

This ad does not constitute an offer to sell or the solicitation of an offer to buy a security.

**We are grateful for the 223 Certificates of Participation that help make our loan ministry possible!**

# Pathways for Discipleship Grants

In 2019, the Foundation awarded 16 Pathways for Discipleship Grants in three categories: Children and Youth, Ministry and Outreach, and Leadership Education. The grant program through the Foundation is made possible through generous donors who gave cash gifts as well as donors who named Pathways for Discipleship in their estate.



“The grant that we received will help us on our Mission Road Trip this year. Through this trip, we will breakdown barriers and stereotypes and make a difference in the lives of those we help. It will provide the youth with the opportunity to shine the light of Christ for others and see the light of Christ in others. Your grant will help us go out into a broken world with a group of youth, and share the love of God and the love of Jesus.”

- Rev. Jennifer Jones, Haysville UMC

“Thanks to the grant, the kids are really going to town on their scripture memorization.”

- Pastor Maria Foerschler, Alida Upland Cooperative Parish



“Being able to say, ‘hey, want to grab coffee sometime -- on me?’ has been such a great way to facilitate deep conversations with people who I may not have had a chance to talk to otherwise. It’s also been a great way to talk about our ministry and what we stand for because people often ask why a ministry would just pay for people’s coffee.”

- Amaraïs Towle, Wesley KU Student Leader

**Thank you to all who gave to make the Pathways for Discipleship Grants possible!**

### Children and Youth Grants:

- Alida Upland Cooperative Parish
- Andover UMC
- Camp Lakeside
- Fort Scott: First UMC
- Fredonia UMC
- Haysville UMC
- Minneapolis UMC
- Pleasanton UMC

### Ministry and Outreach Grants:

- Colby UMC
- Gypsum UMC
- Hutchinson: Trinity UMC
- Newton: Trinity Heights UMC
- Parsons: Wesley UMC
- Wesley KU

### Leadership Education:

- Cara Carthrae
- Susan Mercer

## Thank you for Leaving a Legacy



After 15 years of service, **Lee Sankey** retired from the Foundation at the end of December.

Lee joined the Foundation staff in 2004 as the Director of Stewardship Services.

During his tenure, Lee played a vital role in many churches through serving as a consultant, designing and implementing many capital campaigns.

In addition, Lee helped with annual stewardship commitment programs and on New Consecration Sunday, often spoke in churches across the state, and led courses on stewardship. As the Foundation's Church Development Loan Fund ministry grew, Lee helped churches go through the planning and application process for a loan.

The Foundation is grateful for the many years Lee invested in United Methodist Churches across the state.

Thank you to our Board Members who ended their term in 2019.

Together, **Bruce Schwyhart**, **Rev. Lennie Maxwell**, and **Jerry Banaka** served 25 years with the Foundation! We are grateful for the years of dedication, leadership, and guidance they provided.

## Foundation Presentations and Workshops

Thank you to everyone who joined us for an event in 2019!



### Legacy Workshops

The Foundation hosted three Leaving a Lasting Legacy regional church training workshops across the state. The trainings focused on equipping pastors and lay persons to begin and/or grow their Planned Giving Program.



### Legacy Presentations

Throughout the year, President Rev. Dr. Dustin Petz presented at churches on creating and growing endowment programs. The presentations also included how individuals can leave a lasting legacy to their church and other ministries.

## Legacy Luncheon Celebrates Donors

At the end of November, donors and board members, past and present, came together to celebrate the work God has done and is doing through the Kansas Area United Methodist Foundation. Through the generosity of United Methodist families and the leadership and direction of the Board of Trustees, the Foundation is changing lives across Kansas.



Bishop Richard Wilke gave the opening prayer at the luncheon.

The first Legacy Luncheon was a vision of Rev. Dr. Dustin Petz, President and CEO of the Foundation, and the Board of Trustees to celebrate and show appreciation for the families and individuals who are leaving a legacy through the Foundation.

Bishop Richard Wilke, former pastor in the Great Plains Conference and retired Bishop of the Arkansas Conference, opened the luncheon giving thanks for the work and legacy of the United Methodist Foundations.

Following Bishop Wilke, Rev. Dr. Jim Reed, retired pastor and keynote speaker at the

luncheon, spoke of the Foundation's past and encouraged supporters to continue illuminating the legacy of the Foundation. Over the history of the Foundation, various trials were faced in the United Methodist Church, but the one thing that remained steady was the Foundation's mission to provide financial investments and resources to the churches it serves. Jim shared an example of the difference that was made through the years when the Foundation took a risk to



Rev. Dr. Jim Reed shared the keynote message.

provide churches and organizations with loans to help fulfill dreams when the options were slim.

During the luncheon, the Foundation announced the recipients of the 2019 Pathways for Discipleship Grants and celebrated the generosity of the many donors who made the grants possible.

In addition to the grants, the Foundation also celebrated the service of Lee Sankey, the Board of Trustee members who rotated off the board in 2019, the work of John Griffin of Stewardship Counseling, LLC, and the past and present board members.

The Foundation is grateful for the many faithful donors, churches, leaders, and staff who have helped shape what the Foundation is today.



Lee Sankey was honored for his service to the Foundation.

## Thank you to the families who partnered with the Foundation in 2019.

Family of John and Helen Barnes

Dan and Jenny Bennett

Lance and Kristi Carrithers

Harry and Scharleen Cross

Don and Brenda Davids

Emig Family

Larry and Regina Falcetto

David and Karen Fieser

R.W. Hayden

Ken and Jan Hathaway

Dave and Brenda Kirk

Mark and Kayla Queen

Allen and Berna Scott

## We are grateful for the estate gifts to the Foundation.

Estate of Charlene Bell

Estate of Marjorie Elliott

## 2019 Board of Trustees

Bruce Schwyhart, Winfield, KS Chair  
Richard Martin, Topeka, KS Vice-Chair  
Rev. Lennie Maxwell, Hutchinson, KS Secretary  
Jerry Banaka, Manhattan, KS  
Rev. Gary Beach, Manhattan, KS  
Rev. Andrew Conard, Topeka, KS  
Dan Deener, Arkansas City, KS  
Sue Dondlinger, Wichita, KS  
Daniel Eilert, Wichita, KS  
Keith Geist, Hutchinson, KS  
Sandra Holt, Overland Park, KS  
Rev. Jo Mead, Wichita, KS  
Mark Queen, Manhattan, KS  
Bill Riley, Manhattan, KS  
Shawn Wyatt, Hutchinson, KS  
Bishop Rueben Saenz, Jr.



## Foundation Staff



**Rev. Dr. Dustin Petz**  
*President and CEO*



**Dr. Sarah Diamond**  
*Director of Legacy Giving*



**Gloria Markus**  
*Director of Finance*



**Joanna Trapp**  
*Communications Associate*