



Faith & Funding

Missouri United Methodist Foundation

Spring 2015

Planning – and Planting – for the Future

“Saint Paul School of Theology gave me new life. It is my seminary,” explains Reverend Cleo Kottwitz when asked why he set up a Charitable Gift Annuity benefiting the school that nurtured his professional development. That sense of gratitude is combined with a life-long devotion to the ministry of Missouri’s rural churches.

“We need trained, committed leadership to strengthen rural churches,” states Kottwitz, echoing a passion he has held since his youthful days growing up on a farm near Bland, Missouri. He was elected President of the Missouri East Conference Chapter of United Methodist Rural Fellowship in 1980 and soon took the lead in the effort to establish a Chair for Town & Country Ministries at Saint Paul. Representatives from nine annual conferences formed a steering committee chaired by Cleo and worked closely with Saint Paul staff over 12 years to raise funds and host an annual Town and Country Consultation. Cleo recalls, “It was one of the most significant things I’ve been involved with in ministry – probably the most significant – a lot of blood, sweat, and tears.”

In 1992 the Chair in Town & Country Ministry was established. It was later named in honor of Cleo’s dear friends, Franklin and Louise Cole, who provided a major estate gift to the endowment. The Kottwitz gift annuity provides fixed payments to Cleo for life and will also add to the endowment. “I’m so impressed by what Sharon Howell [SPST President] is doing to lead this transition into the future.”



Reverend Cleo Kottwitz and, wife, Judy Parsons

And the future is where this spry octogenarian keeps a bright focus. “I had heard about the gift annuity for years, and I appreciate how it works. It makes a difference for the long-range and also has tax advantages.”

Cleo is about to dash out the door to plant several seedling trees he received from the Missouri Conservation Department. They are tiny, bare rooted saplings shipped by mail. He wants to get them planted before the rain starts. This son of the soil and follower of the risen Lord seems to have a knack for planting things and helping them grow.

To learn more about how you can create a gift annuity benefiting your favorite ministry, contact the Missouri United Methodist Foundation at 800-332-8238 or visit www.mumf.org.

Contributions & Tributes

The contributions, tributes, honors and memorials on pages 2 and 3 were received
April 1, 2014 through April 1, 2015.

Please notify us of any corrections or omissions at 800-332-8238.

Zack and Kathryn Bettis Endowment
Zack Bettis, Jr.



Ivan & Mildred Burks
Fund
Bobby & Donna Hoover

Cappello "For Elise & Sam" Charitable Fund
Deborah A. Letchworth
-In Memory of Sam & Elise Cappello

Charitable Gift Annuities

Anonymous

-To benefit Tennessee Wesleyan College

Allie Garrison

- To benefit Manchester UMC

Dr. Ann Johanson (2)

-To benefit Epworth Children & Family Services

Cleo Kottwitz

-To benefit Saint Paul School of Theology

Noma Vaughn

-To benefit Maysville UMC

The DeShon Family Endowment Fund

Larry DeShon

Adrian and Margaret Harmon
Endowment for Church Development
Missouri Annual Conference

-In Memory of Margaret Harmon

David & Emilie Atkins

-In Memory of Margaret Harmon

David & Emilie Atkins

-In memory of Adrian Harmon

Kingdom House Endowment Fund

Myron & Monett Lite

-In Memory of Orville Walker

Betty Kishpaugh Memorial Fund

Harry & Beverly Kishpaugh

Keith and Barbara Maxwell Charitable
Memorial Trust

Barbara Maxwell

The Missouri Asbury Alumni Association
Scholarship Fund

Missouri Asbury Alumni Association

Brad & Raven Reed

Missouri Conference Fund for Area
Development

Anonymous

James C. Mordy Charitable Donor
Advised Fund

James & Marjory Mordy

MUMF Ministry Grant Fund

Andy & Sue Dalton

- In memory of C.E. Atkins

Tom & Debra Hilton

Charles & Rachel Meier Trust

Reverend Mary Ellen & Warren Meyer

-In Memory of Captain Chris Ricks

William & Pam Moench

Laurence & Sylvia Tucker

MUMF Seminary Scholars Fund

Beulah Fay Clark

Nelson Memorial UMC Juanita Robinson

Scott Education Endowment

Ben Robinson

Neosho United Methodist Church

Music Fund

Roy & Ann Shaver

Mildred Willock Scholars Fund

Mildred L. Willock Trust

Cleta Young Memorial Fund

Mel & Mary Baskett

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Jimmie & Delma Harless

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Jane McKim

Daniel & Jo Linda Russell

Susan Wopata



**Ron and Linda Watts
Ministry Scholarship
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Michelle Standridge

Jerry Stone

Stephen & Patricia Strom

Linda K. Tenkhoff

Fred R. Wilferth

Judy & Rock Wilferth

Williams Family

Permanent Endowment Trust

Leonard Williams

Woodlandville UMC Education Fund

Woodlandville UMC Congregation

Weems' Wisdom



(This article is abridged and edited from one that appears in the Missouri Methodists magazine, June 2015, titled "Joyful Generosity." Our thanks to Fred Koenig for the text and photos.)

"Clergy are uncomfortable talking about money. Lay people are happy with clergy being uncomfortable talking about money!" So began the engaging presentation by Dr. Lovett Weems, Jr., at the eighth annual Leadership Institute at Central Methodist University sponsored by the Missouri United Methodist Foundation.

Weems is the director of the Lewis Center at Wesley Theological Seminary in Washington, DC, but most Missourians know him best for his 18 years as president of Saint Paul School of Theology in Kansas City. He spoke to the crowd of about 75 pastors and lay leaders on the topic of Joyful Generosity: Serving God's Vision.

Weems offered some discouraging statistics about Christian giving to church and charity. Although practically everyone could give more, he acknowledged that it is not easy.

"It's not that people have money left over at the end of the month," he said. "In most cases you

can't give more unless you give something up. It's not that people reject the teachings of their faith about giving – in some cases people have never been taught the teachings of their faith about giving," Weems said.

...
There are two types of churches when it comes to giving:

Pay the Bills Church: The language here is the church needs your support, the church has bills to pay like everyone else, this is how much we need... The task is if you communicate how much the church needs, the money will be there. The approach is almost apologetic. The feel is challenge, drudgery, and something we have to do. It is short on paying apportionments, lists the budget in the bulletin, and tries to avoid a capital campaign.

God's Vision Church: The language here is that giving is a central part of Christian living, it allows God to be present in all aspects of our life; we expect disciples to grow in giving as they grow in other aspects of their faith. The approach is to present a clear vision of God's calling for the congregation, and supporting the church is just one part of serving God's vision. God's work is just one part of serving the church. It has a narrative budget, and a focus on offering to others.

Preaching and Talking About Money

Research by the Lewis Center has shown that those who remember hearing a stewardship sermon give twice as much as those who do not. "But there's an important distinction to be made between a stewardship sermon and a sermon about the church budget," Weems said. "A stewardship sermon doesn't begin talking about 10 percent of people's money, but 100 percent. All things belong to God."



Weems said it is wrong to hold back talking about money with new members. “Include stewardship in new member activities. When people are making a decision to join, they are far more likely to make a commitment than four months later

Sunday comes around,” Weems said.

Weems noted that twenty years ago no churches were offering classes on personal financial training, but now many do using resources from places like Willow Creek or Dave Ramsey’s Financial Peace University. One church had a class for parents when kids are in confirmation classes, which got parents coming more regularly and established personal connections.

Weems highlighted the growing importance of having multiple ways to give, including online giving, QR codes, and automatic withdraws. Annual commitment efforts are also important. Churches with growth in giving are twice as likely to have annual campaigns. “If people have a chance to make plans for their giving, they are more likely to give, and more likely to give more,” Weems said.

Weems stressed the importance of saying thank you regularly. Pledge reminders should begin with a thank you, and go out in April, July, October and December. The December reminder should look like a real letter, not like a bill. “You’d

think in the church we would be the experts on this, but if I write a check in February, I often won’t hear from the church until January,” he said.

Weems scoffs at the idea that pastors shouldn’t know what members of their congregation give. “What other ignorance about your congregation would make you a better pastor?” he said. “Do you need to put up a wall, so you can’t see who attends worship? To be a spiritual leader, you’ve got to be able to take the temperature in some way. You need to monitor what’s happening with giving.”

Congregations can also do a lot more to develop legacy giving, and Weems complimented the work of the Foundation. David Atkins, Foundation executive, spoke briefly about the many resources available to churches through the Foundation to help make it easy to give gifts of stock, to leave a bequest, start an endowment, or create life-income gifts.

In closing Weems encouraged those gathered to go and make a change. “It all matters. You can’t do all these things all the time, but create plans to start doing some of these things,” he said.



Rising to the Challenge

Ministry Grants Add Momentum

“The Foundation Ministry Grant Program continues to grow in service to our local congregations,” states Foundation executive David Atkins. “The feedback we receive affirms how a grant can help folks focus on the goal and raise more dollars locally.”

A sampling of comments includes:

“I think the Foundation gift helped to open up the pocketbooks and gave our project extra legitimacy. Thanks for the gift!”

“Our part of the funding [for the project] came from several different funding sources, memorial donations, church fundraisers, and private donations.”

“[We] had a challenge in raising the last little amount to get to goal. The MUMF grant added the needed ingredient to use as a match.”

“Our average grant amount remains in the range of \$5,000 or less,” states Atkins. “Nevertheless, that can really make the difference in moving forward with a project that would otherwise languish.”

Atkins offers some additional guidance on making a strong proposal:

- 1) Show that the project is closely tied to mission priorities.
- 2) Show congregational commitment to the project. For example, dollars have already been raised, or a pilot project has already begun or been completed.

- 3) Identify specific measures of success. Grants are funded by several endowments created by generous United Methodists across Missouri. Donors may contribute to existing endowments or create new ones.

The Ministry Grant Program is open to all UM congregations and UM-related institutions, organizations and agencies. The deadline for spring proposals is April 1st and for fall proposals October 1st each year. Information and forms are available at www.mumf.org or call the Foundation office at 800-332-8238.



Workshops and Programs



Keep your leadership team informed

If your church already uses the Foundation Invite a Foundation representative to give an annual update at a regular leadership team meeting. Make this part of your training process for new folks and a positive refresher for the seasoned veterans.

If your church does not use the Foundation We make sure your leaders understand how to access the planned gift service, the ministry grant program, the scholarship opportunities for students, the free educational materials, sample policies and best practices, and the long-term funds administration service.

Presentations to fit any group, any time

Sunday School

Take about 20 minutes and let your adult groups know how easy a gift of stock, an estate gift, or a gift that provides fixed income can be to create—and what a difference it can make for your church.

Saturday Morning Coffee

Take about an hour to discuss estate planning issues and ways to leave a lasting legacy at your church.

After-church Luncheon

Take about an hour and a half to cover basic estate planning issues, the ways charitable gifts can complement other plans, and discuss how a legacy gift can make a difference at your church.

Foundation programs and workshops are always free of charge. Call us at 800-332-8238 to schedule a workshop or program.



MISSOURI UNITED METHODIST FOUNDATION

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Meet the Staff



The Missouri United Methodist Foundation would like to welcome Myles Hinkel as it's new Director of Development.

Myles is a native of Columbia, MO and he brings years of experience working in major charitable development programs. Myles and his family will be profiled in a future edition of the newsletter. To offer words of welcome or to arrange a visit, contact Myles at mhinkel@mumf.org.