

The Alabama-West Florida United Methodist Foundation (ALWFUMF)

Our mission is to encourage generosity as a way of life, foster planned giving, develop successful planned giving programs, and manage funds in order to strengthen the work of Christ's church. Our AWF Development Fund also supports church growth by providing loan services for building, renovating, or purchasing property.

Our purpose is to help individuals and the church by encouraging generosity through education, consulting, development, and financial services.

Services

Foundation Services:

- Generosity Development/Workshops and Events
- Consulting
- Fund Administration
- Investment Services
- Church Planned Giving Programs
- Digital and Printable Resources
- Marketing Resources
- Quarterly Newsletters
- Monthly Eblasts

AWF Development Fund Services:

- Loans (3.95% rate)
- Deposit Accounts for Individuals and Churches (0.60% rate)

UNITED METHODIST
**DEVELOPMENT
FUND**

ALABAMA • WEST FLORIDA

Generosity Matters

"Giving, not getting, is the way. Generosity begets generosity." Luke 6:38 (MSG)

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UNITED METHODIST FOUNDATION | SPRING 2021

Loans Created with Churches and Ministries in Mind

"Terri and her team were readily available to answer the few questions that we had, and we got a quick and positive response from the loan committee. We were then able to accomplish the roof replacement as planned. We highly recommend that when you are looking for funding to accomplish your next major church project that you talk with the Development Fund."
- Bob Kirsch, Board of Finance Chair, Government Street UMC



board of directors is made up of United Methodists and AWF Conference staff with both financial backgrounds and experience in meeting Book of Discipline guidelines. Loans are backed by Development Fund investors who are dedicated to the mission and vision of the local church. **Working with the Development Fund, churches and ministries receive step-by-step guidance through the application and loan process, financing options, answers to committee questions, and help with other needs that arise.**



One of the most awe-inspiring things we get to witness at the Alabama-West Florida Development Fund and UM Foundation is God working through individuals and churches to fulfill the Great Commission. In the Alabama-West Florida Conference, churches, agencies, and missions are building God's kingdom in so many different ways.

The Development Fund was established as a non-profit in 1984 to provide a **locally-based, low-interest loan alternative specifically created with churches and ministries within our Alabama-West Florida Conference in mind.** The

The Development Fund has helped play an important part in fueling the growth, expansion, and renovation needs of the AWF conference for over 37 years, loaning more than \$20.5 million to churches, agencies, and ministries in the AWF Conference. Loans generally fall under the categories of new church construction, purchasing property, or major renovation projects. Loans across our conference have helped with refinancing large loans; building new sanctuaries and recreation centers; and expanding ministries through property

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OUR BOARD OF DIRECTORS

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**AWF Development Fund & UM Foundation Board of Directors

*AWF Development Fund Board of Directors

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purchases, roof replacements, air-conditioning replacements, landscaping, interior and exterior remodeling, parking lot expansions, and much more.

Types of loans

- New Church Construction
- Purchasing Property
- Major Renovation Projects
- Refinancing Large Loans

Why Borrow from the Development Fund?

- Low-interest loans for up to \$1 million.* Rates are typically lower than commercial rates, and Development Fund rates are currently set at 3.95% (this rate is set quarterly by the Development Fund Board of Directors).
- Loan terms for up to 15 years
- Fixed interest rates for one year
- Competitive interest rates
- No points or closing costs
- Excellent service provided by the Development Fund Board, which consists of United Methodists with expertise in finance and banking and experience in complying with Book of Discipline guidelines for building and loan projects

Terri Turner and the Alabama-West Florida United Methodist Foundation's staff guided us through a clear and simple loan process. They have always responded promptly to any of our questions and concerns."

*- Dr. Scott Christopher Hohn,
Senior Pastor, Trinity United
Methodist Church*

How to Begin the Loan Process

Three main goals to address when beginning the loan process:

1. Meet the Requirements: Meet Book of Discipline guidelines and requirements, get approval from the District Buildings and Location Committee, get approval at a called church conference, and fill out a loan application. The loan application must be completed with all relevant statistical and financial information about the church's congregation, and the proposed construction plan must be completed and received by the Development Fund office. The church must also provide a legal description of the property.

2. Secure Needed Pledges: Secure pledges from the congregation for two to three years of the amortization schedule (monthly payments). The church must sign a mortgage and promissory note and have recorded the first mortgage on the property with lien evidenced by a mortgage's title insurance policy issued by a title insurance company licensed in Alabama or Florida.

3. Save 10% of Proposed Project: A minimum of 10% of the total cost of the proposed project must be placed in a separate building fund account at the time the loan is approved.

The Development Fund is a great option to finance your next project, whether building, expanding, renovating, or refinancing. To get started and see if your church or ministry qualifies, contact Terri Turner at foundation@alwfumf.org or 334-793-6820.

*For loans larger than \$1 million, contact us! The Foundation has the ability to negotiate with other sources for larger loans.

6 Reasons Your Church Needs a Planned Giving Program



Living a generous life and giving generously are directly tied to the health of a person's relationship with God. Weekly giving during Sunday morning worship focuses on the importance of giving 10% of what God has entrusted to us, but what about the other 90%? **The 90% often includes accumulated assets, savings, homes, cars, retirement funds, life insurance, etc., which are often given to churches and ministries with a planned giving program and proper policies.**

When considering the adoption of a planned giving program, we have heard a few concerns about its effects on weekly giving and overall congregational interest in one; however, we have found through surveys, workshops, and conversations with churches that **many individuals are excited to learn that their church has a way to make planned gifts.** This is an additional way to leave behind a legacy while supporting the church's ministry.

Giving USA reports that an estimated \$43.21 billion in planned gifts and bequests were given to non-profits in 2019* with most gifts benefiting non-profits, educational institutions, and other organizations. Whether

or not your church is considering starting a planned giving program, here are 6 ways it can benefit your church:

- 1. A Christian Witness of Faith & Values:** Most Christians' generous contributions end when they pass away. By giving to a church's planned giving program, an individual can continue faithfully giving even after this lifetime, leaving a legacy and a powerful Christian witness of their faith and values.
- 2. Maintaining and Continuing the Work of the Church:** A gift from an individual's estate to a church's planned giving program provides the ability to continue supporting the church's ministry both now and far into the future.
- 3. Individuals Giving Larger Gifts than Otherwise Possible:** While most annual gifts come from current income, planned gifts come from accumulated assets when they are no longer needed. A planned gift allows individuals to make meaningful and large gifts to churches and ministries that have significantly impacted their lives.
- 4. Establishing Permanent Living Memorials:** Scholarship funds, mission funds, cemetery funds, and other ministry funds are just a few types of living memorials that can be created in the name of an individual as lasting and meaningful ways to minister to others for generations to come.
- 5. Attractive Tax Advantages:** Many planned gifts offer current charitable tax deductions and options to reduce estate taxes, receive lifetime income, or increase spendable income depending on the type of gift. For a full list of ways to give, visit www.alwfumf.org/ways-to-give.

6 Reasons to Start a Planned Giving Program

- 1 A Christian Witness of Faith & Values**
- 2 Maintaining and Continuing the Work of the Church**
- 3 Individuals Giving Larger Gifts than Otherwise Possible**
- 4 Establishing Permanent Living Memorials**
- 5 Attractive Tax Advantages**
- 6 Enhancing Annual and Capital Giving Programs**

6. Enhancing Annual and Capital Giving Programs: As individuals make planned gift commitments to their church, there is often a renewed interest and involvement in the church and its ministries, leading to increased annual financial support.

If your church is interested in learning more about creating a planned giving program, policies to accept these gifts, or interested in the Foundation managing these gifts, contact Terri Turner at foundation@alwfumf.org or 334-793-6820.

*Article adapted from "6 Reasons Your Church Needs a Planned Giving Program" by David L. Heetland at Lewis Center for Church Leadership

*Giving USA data <https://givingusa.org/giving-usa-2020-charitable-giving-showed-solid-growth-climbing-to-449-64-billion-in-2019-one-of-the-highest-years-for-giving-on-record/>

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6 Reasons Your Church Needs a
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We Value Your Ideas for Future
Events and Webinars

Read on the Go!

Sign up for our digital
newsletter by emailing
foundation@alwfumf.org
or scan the QR code with a
smartphone camera.



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36302

Alabama-West Florida United Methodist Foundation

P.O. Box 8066 | Dothan, Alabama 36304
Phone: 334-793-6820 | Fax: 334-794-6480
www.alwfumf.org | foundation@alwfumf.org

We Value Your Ideas for Future Events and Webinars

We are incredibly thankful to the hundreds of churches who attended our UM Foundation events in 2019 and 2020 and are blessed to be able to continue these events into 2021 and beyond.

To be as timely and effective

as possible, we would like your thoughts and input about types of events and webinars you would like to attend, possible event topics you are interested in, current challenges you are experiencing, and ways we can better serve you as we plan for Fall 2021 events.

Please take a couple of minutes to complete our anonymous 5 question survey to share your thoughts about future Game Changing Leadership events!

Take the survey by visiting www.alwfumf.org/2021-survey or scan the QR code below!



Scan QR with phone camera
to open survey!

Watch for survey results and Fall 2021 event details in the Summer newsletter!



Join our email list for more resources to help your church!
Email foundation@alwfumf.org or scan the QR code on the left.

