

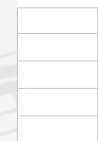


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UMFWNC.ORG

# CALL AND RESPONSE

**THE UNITED METHODIST FOUNDATION OF WESTERN NORTH CAROLINA, INC. IS A MINISTRY OF THE CHURCH FOR THE CHURCH WHOSE MISSION IS TO BUILD THE CHURCH FOR GENERATIONS TO COME. WE FULFILL THIS MISSION BY INVESTING IN PEOPLE, CHURCHES AND RELATED INSTITUTIONS, AND INNOVATION. WE ENVISION A CHURCH WHERE PEOPLE LIVE OUT THEIR DISCIPLESHIP THROUGH THE FAITHFUL STEWARDSHIP OF THEIR GOD-GIVEN RESOURCES.**



# OUR PRESIDENT’S MESSAGE

*With Deep Gratitude*

Brothers and Sisters in Christ,

This year’s annual report is titled Call & Response. The Foundation’s staff was intentional about choosing this title as we believe, through the ministries we offer, that it perfectly exemplifies who we are and what we are about at this particular time in history...a ministry of the Church for the Church whose mission is to build the Church for generations to come!

One of my favorite hymns is “Here I Am, Lord” written by Dan Schutte. I recall standing in Stuart Auditorium at Lake Junaluska as an active, young layperson singing this hymn for the first time during the summer of 1989. The refrain of “Whom shall I send?” resonated with me to the point that I was moved to tears. With no consciousness of thought, I recall responding, “Why not me? Here I am, Lord. Use me to do your work in your Kingdom.” It is with great satisfaction that I can share with you that although Schutte’s hymn focuses on the individual call, the board and staff at the Foundation consider these words corporately. Through the stories that are told in the following pages, know that we at the Foundation are always asking, “What is it you would have us to do at this time for the betterment of the Kingdom” and “How can we be used for God’s good?” We pray that as you – whether an individual or

representing a church – consider these questions along with us, that you have a partner in ministry that looks forward to the day when we answer resoundingly, “Here We Are, Lord!”

As always, it is an honor and privilege to serve you through the ministries of the United Methodist Foundation of Western North Carolina. We hope that you will reach out to us with any questions you might have related to our ministries.

Gratefully,

Reverend David A. Snipes  
President and Executive Director





# A MESSAGE

## From The Bishop



*“Building the Church for Generations to Come,” reflects the mission of our United Methodist Foundation of Western North Carolina which invests and manages over \$200 million dollars, making it the fourth strongest Foundation within the denomination. This “investment” is a deep commitment to the long-term development of strong, healthy leaders, and vibrant ministries serving the needs of our local communities.*

## SOME OF OUR SPECIFIC MINISTRY ACCOMPLISHMENTS IN 2018 INCLUDED:

- Our Clergy Debt Reduction Loan Program was established in 2016 with a grant of \$2.5 million from the WNCC Conference Board of Pension and Health Benefits. In 2018, The Duke Endowment granted another \$500,000 for that program. With these combined funds, we have helped 70 clergy, enabling them to focus on their calling and ministry without being distracted by overwhelming debt.
- We formed new ministry partnerships with 28 churches in 2018. (Combined with 25 the year before, we have created new accounts with 53 of our churches/organizations over the past two years.)
- Our Foundation made 10 new church loans in 2018, taking our active loans under Foundation management to 37.

Our Foundation continues to offer stewardship training, clergy and lay leadership development, and an ever-increasing contribution to the mission of the church to make disciples of Jesus Christ for the transformation of the world.

I am personally thankful for the support of the Foundation in the construction of our Western North Carolina Conference Center. While the Foundation continues to offer beautiful and spacious rooms for conference meetings, the new conference center has only strengthened the partnership between our churches, Conference, and Foundation. Truly, we give thanks for the way in which our Foundation pours itself into strengthening our clergy, laity, conference, and The United Methodist Church, as we share their mission: *“Building the Church for Generations to Come.”*

With pride and gratitude,

Paul L. Leeland, Ed.D.  
Resident Bishop, Western North Carolina Conference

# FOUNDATION RESPONSE

## to General Conference

Dear Partners in Ministry,

*The General Conference’s decision regarding human sexuality has caused great concern within the Church we love. This uncertainty is the topic of discussion on many fronts, and is the reason we address this in our Annual Report.*

The Board of Directors and staff of the United Methodist Foundation of Western North Carolina, Inc. believe passionately in our mission to build the Church for generations to come. Our ministry is one of serving you, your church, and your mission. When you allow us the honor and privilege of serving you, our partnership is where faith meets life, and life becomes faith. It is at this intersection that what we do becomes greater than any one of us – church or individual. Please know that we join our brothers and sisters in Christ from throughout the world during this time of discernment and contemplation as we live in to our future and strive for the greatness God desires for all.

Below you will find some points of interest related to the Foundation that we hope you will find comforting. They are as follows:

- We are an independent 501(c)(3) incorporated in the State of North Carolina and are governed by our own Bylaws and Articles of Incorporation. Although we were created by and for The Western North Carolina Conference of The United Methodist Church, we are capable of serving all ministries of Wesleyan heritage.
- Our relationship with existing partners is contractual. Whether you are a fund management client, loan client, or planned giving client, please know that we are committed to maintaining a level of excellence in all our professional relationships.
- Moving forward we will look for ways to not only continue the ministries we have offered since 1985, we will also seek new opportunities to partner with our brothers and sisters in Christ. In other words, regardless of decisions made at General Conference, we will continue to fulfill our mission.

Your resources - financial and otherwise - have purpose. As Christians, we believe that purpose to be of and for God. Therefore, it should not to be taken lightly. In the days ahead, please know that the entire Foundation staff holds tightly you, your church family and ministries.

*Will you come and follow me If I but call your name? Will you go where you don't know and never be the same?  
Will you let my love be shown, Will you let my name be known, Will you let my life be grown In you and you in me?*



# CREATING GOOD STEWARDS

## *Clergy Debt Reduction Loan Program*

Overwhelming debt can negatively impact clergy's ability to provide their very best ministry and adversely affect personal health. In an effort to assist clergy to get their existing debt under control, while learning best financial practices – within their own lives, as well as in leading their congregations – the Clergy Debt Reduction Loan Program was created in 2016.

The innovative program was pioneered in partnership with the WNC Conference Board of Pension and Health Benefits, who have invested \$2,500,000. The program enables the Foundation to offer low-interest loans – 1.5% interest rate for a period not to exceed 15 years – to help relieve clergy of the paralyzing debt that can result in physical, emotional and spiritual burden.

Lynne Gilbert, who was President of the WNC Conference Board of Pension and Health Benefits when this program was initiated, reflected on its beginning: *“We were blessed with members of the Board who brought great passion and expertise to the idea of our making such a clergy debt reduction program possible. We sponsored and funded the program because we viewed it as a significant investment in the overall health and welfare of our clergy, and we are grateful to the Foundation for the exceptional and professional way that they have partnered with us to make it a reality.”*

In 2018, because of the initial success of the program, the Foundation received a three-year grant from The Duke Endowment totaling \$1,500,000 to help us continue to expand this critical life-changing ministry offering. After having the program in place for two full years, we are overjoyed to share what a success it has been – we currently have 70 clergy who are benefitting, and we look forward to assisting many additional clergy as this vital program continues and expands!



# DEVELOPMENT FUND

## *UMF Loan Program*

In 2006, the Foundation responded to a call from churches needing an option for capital loans. At that time, the UMF Loan Program was created to offer variable rate, low-interest loans to United Methodist churches and related institutions in North Carolina and South Carolina. Loans are available for:

- Land acquisition
- Existing loan refinancing
- New construction
- Building expansion
- Renovations

The Foundation charges no loan origination fee. (However, all costs associated with the loan are the responsibility of the borrower.) There is no prepayment penalty; we encourage our borrowers to pay their loans early! Currently the Foundation manages 37 loans, representing \$21,330,884 in original loan dollars. Of this, 10 new loans were made in 2018, totaling **\$4,018,588**.

One loan in 2018 was made to Smith Grove UMC in Mocksville so they could install a new roof, increasing the energy efficiency of the building, as well as addressing the waterproofing and enhancing the aesthetics. The new roof has made a major impact at Smith Grove, as supported by the testimonial on the right from their pastor:

*“With your support and funding to allow for our campus-wide roofing updates, Smith Grove UMC has already realized savings toward our utility costs. We are encouraged by the improvements to the overall appearance of our facility, and there have been many positive comments from the surrounding community. We hope to spend many more years of ministry in our community, and your team has been a vital part of this mission for our church. Thank you.” ~Rev. Darren L. Crotts*



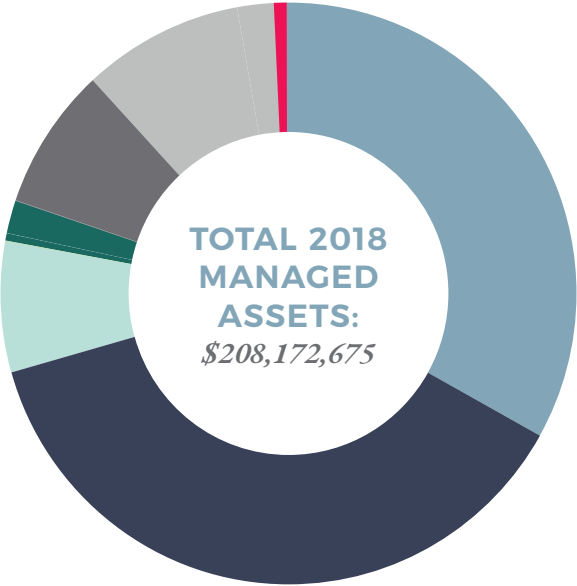



# 2018 MANAGED ASSETS

*At a Glance*

Local Church Funds	\$71,139,916	<div><div></div></div> 34%
WNC Conference Funds	\$67,977,858	<div><div></div></div> 33%
Church Related Institutions	\$15,782,494	<div><div></div></div> 8%
CGAs, Trusts & DAFs	\$4,630,038	<div><div></div></div> 2%
Managed Endowments	\$16,269,834	<div><div></div></div> 8%
UMF Development Fund	\$24,337,516	<div><div></div></div> 12%
Other Foundation Assets	\$8,035,019	<div><div></div></div> 4%
Total Assets	\$208,172,675	100%

Advice Statement: The united Methodist Foundation of Western North Carolina, Inc. is a qualified 501 (c)(3) institution incorporated in the state of North Carolina. We do not engage in taxation or legal advice. It is recommended that all clients of the Foundation seek tax and/or legal advice from their respective accountant and/or attorney prior to engaging in any contractual relationship. Pas performance of the Foundation’s fund options does not guarantee future returns. Investment in the Foundation fund options and UMF Development Fund are not FDIC insured. Independent audit performed by RSM LLP. Copies are available upon request; please contact the Foundation for additional information.



*Will you leave your-self behind If I but call your name? Will you care for cruel and kind And never be the same?  
Will you risk the hostile stare Should your life attract or scare? Will you let me answer pray’r In you and you in me?*

# NEW FOUNDATION CLIENTS

*in 2018*



WHITTIER UMC



NEW HOPE UMC, MONROE



MAGGIE VALLEY UMC



ASSURANCE UMC, HUNTERSVILLE

- ASSURANCE UNITED METHODIST CHURCH, *in Huntersville*
- BROWER’S CHAPEL UNITED METHODIST CHURCH, *in Asheboro*
- CENTRAL UNITED METHODIST CHURCH, *in Denton*
- ETOWAH UNITED METHODIST CHURCH, *in Etowah*
- FIRST UNITED METHODIST CHURCH, *in Liberty*
- GRACE UNITED METHODIST CHURCH, *in Salisbury*
- GRAYS CHAPEL UNITED METHODIST CHURCH, *in Franklinville*
- HARRISON UNITED METHODIST CHURCH, *in Pineville*
- LINWOOD UNITED METHODIST CHURCH, *in Linwood*
- MAGGIE VALLEY UNITED METHODIST CHURCH, *in Maggie Valley*
- MATTHEWS UNITED METHODIST CHURCH, *in Matthews*
- MT. BETHEL UNITED METHODIST CHURCH, *in Hickory*
- MT. CARMEL UNITED METHODIST CHURCH, *in Reidsville*
- MT. HERMON UNITED METHODIST CHURCH, *in Lenoir*
- MT. TABOR UNITED METHODIST CHURCH, *in Salisbury*
- NEW HOPE UNITED METHODIST CHURCH, *in Monroe*
- NORTH MORGANTON UNITED METHODIST CHURCH, *in Morganton*
- OAK FOREST UNITED METHODIST CHURCH, *in Hayesville*
- OAK FOREST UNITED METHODIST CHURCH, *in Winston-Salem*
- PARK STREET UNITED METHODIST CHURCH, *in Belmont*
- PLEASANT UNION UNITED METHODIST CHURCH, *in Liberty*
- SMITH GROVE UNITED METHODIST CHURCH, *in Mocksville*
- SOUTH RIVER UNITED METHODIST CHURCH, *in Woodleaf*
- ST. TIMOTHY’S UNITED METHODIST CHURCH, *in Jamestown*
- TRINITY UNITED METHODIST CHURCH, *in Monroe*
- WHITTIER UNITED METHODIST CHURCH, *in Whittier*
- WOODMONT UNITED METHODIST CHURCH, *in Reidsville*
- YADKINVILLE UNITED METHODIST CHURCH, *in Yadkinville*


There are many types of call. One that's commonly discussed is the call to be good stewards of all of God's resources. A steward, by definition, is a person who manages another's property or financial affairs. We, at the United Methodist Foundation of Western North Carolina, see ourselves as stewards that assist our local churches and related-institutions with managing the resources that have been entrusted to them. We work with the churches to better enable them to do the ministry they have been called to as we work to build the Church for generations to come.

**ALL EQUITY:**  
100% Equities

*Tom Jordan, Ex-officio*

*Mark King, Ex-officio*

*Will you let the blinded see If I but call your name? Will you set the pris'ners free And never be the same?  
Will you kiss the leper clean, And do such as this unseen, And admit to what I mean In you and you in me?*

## Today, Tomorrow and Beyond

## ENDOWMENT CREATION

The Foundation works with churches and individuals to set up an endowment that can benefit a church or other United Methodist-related institution. Endowments can be established where investment income can be used to assist with missions, capital needs, scholarships or other needs of the church. Endowments can be created as an unfunded entity and funded in the future, or can be funded upon creation. Additional gifts can always be made which enables the endowments to continue to grow. An endowment can serve as a great place for people to make gifts in honor or memory of loved ones.

## PLANNED GIVING

Planned Giving is often thought of as estate giving. While it does include estate giving, it also includes current giving that requires thoughtful planning and can significantly impact individuals' tax deductibility.

## PLANNED GIFTS THAT CAN RESULT IN IMMEDIATE SUPPORT:

- IRA annual distributions
- Gifts of stock/appreciated assets
- Donor Advised Funds
- Charitable Lead Trusts

**PLANNED GIFTS FOR  
FUTURE SUPPORT:**

- Wills/Bequests and Codicils
- Life Insurance Policy
- IRA (listed as beneficiary)
- Charitable Remainder Unitrust or Annuity Trust

The Foundation leads Planned Giving Seminars and Workshops to educate people on the ways they can respond to the call to support their church or United Methodist-related institution, and assist churches with developing a long-term strategy to create a Planned Giving program.



# REYNOLDS MINISTRIES



**EACH YEAR, COUNTLESS LIVES ARE TOUCHED BY THE GENEROSITY OF ROYCE AND JANE REYNOLDS OF GREENSBORO, NC. THE YEAR 2018 WAS CERTAINLY NO EXCEPTION.**

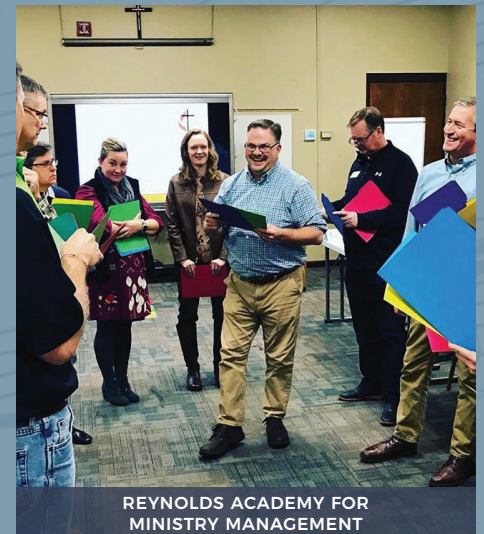
Whether it be through grants made from the Royce and Jane Reynolds Ministry Fund or through the various leadership development offerings housed at the United Methodist Foundation and funded by Mr. and Mrs. Reynolds, disciples are made and lives are transformed. “If I can pay for things that nurture the Church, I am blessed...” says Mr. Royce Reynolds. In 2018, the Royce and Jane Reynolds Ministry Fund was able to distribute approximately \$418,000 in grant awards.

Other than ministry grants, one of the most long-standing Reynolds Ministries offerings is the Reynolds Program in Church Leadership: a one-year leadership development certificate program offered to United Methodist clergy in six annual conferences around the southeast. About the program, Bishop Ken Carter says, “Leadership is essential for the renewal of the Church and the transformation of communities and cities with the good news of Jesus Christ. Our participants in the ‘Reynolds Program’ consistently share that this has been the best leadership training they have experienced and that it came at just the right time. On behalf of the Florida Conference, thank you for including us in this gift to the Church!” Since the very beginning of the program, Russ Moxley has served as a ‘Program Guide’ for the Reynolds Program in Church Leadership. In 2018, it was publically announced that Russ Moxley plans to retire from the program after seeing the current cohort through their final session in May of 2019.

The Board of Directors and staff of the United Methodist Foundation of Western North Carolina, Inc. have endeavored over the years to put Mr. and Mrs. Reynolds funding to work in ways that best match their vision of equipping pastors for the work of leading the Church and making disciples for Jesus Christ. On several occasions, Foundation leaders and members of the Reynolds Ministries Team felt called to create new programming that would bear the Reynolds’ name. One example of this programming is the Reynolds Leadership Academy for Evangelism and Discipleship, a multi-year offering for senior pastors in the Western North Carolina Conference. As they have in other years, participants of the ‘Reynolds Leadership Academy’ traveled around the United States to learn from other church leaders in 2018.

Although offered as a pilot program under a different name in 2017, the Reynolds Academy for Ministry Management was established as a full programmatic offering in 2018. This program focuses on the administrative side of ministry and equips senior pastors with the necessary knowledge and pragmatic tools to manage staff and resources. Rev. David Snipes, shares his memory of how this program came to be: “In 2016, several Foundation board members became aware of pastors who were appointed in settings where certain financial, administrative and relational skills were needed for success, yet these pastors, through no fault of their own, were not in possession of these skills. Knowing that our seminaries and theology schools do not excel in this type of training, Foundation leaders created the Reynolds Academy for Ministry Management. We believe the Reynolds Academy for Ministry Management well equips pastors for the challenges they face when leading a congregation.”

“The gift of vision and funding from Mr. and Mrs. Reynolds allows the United Methodist Foundation to further respond to many of the needs within the Church. I feel called to serve and I’m blessed to do it in this way.” says Caroline Cox, Director of Reynolds Ministries and Programs.





# 2018 FOUNDATION LEADERSHIP

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SUSAN COTHERN, *Director of Ministry Services*  
CAROLINE COX, *Director of Reynolds Ministries & Programs*  
BRAD CROSSLEY, *Director of Financial Services*  
DONNA JOHNSON, *Senior Accountant*  
SCOTT LUCAS, *Staff Accountant*  
SUZANNE MATTHEWS, *Senior Administrative Assistant*  
DAVID SNIPES, *President and Executive Director*  
JANEY WOOLIEVER, *Receptionist & Facilities Coordinator*

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HARLEY DICKSON, *Asheville, NC*  
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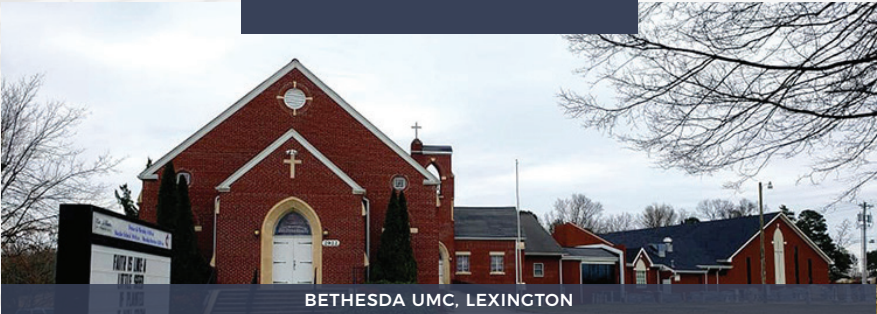
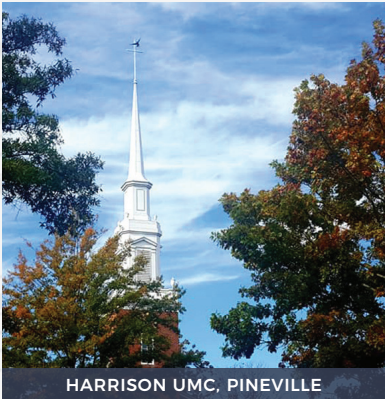
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TONY ORSBON, *Legal Counsel*  
CAROLINE WOOD, *WNCC Director of Missional Engagement and Connectional Relationships*

THANK YOU



We would like to offer a heartfelt THANK YOU to all of the churches, institutions and individuals who put faith in the United Methodist Foundation of Western North Carolina, inc. Your trust and confidence means the world to us, and enables us to continue our ministry.

We are a ministry of the Church, for the Church, created by the Church. We offer numerous services to support the Churches and United Methodist related institutions in western North Carolina.

We invite you to contact us, to learn of the ways that we can partner and help you make the most of your own ministry.

