

FOUNDATION

FORUM

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EUDOW HAMM: A PURPOSE DRIVEN LIFE

Eudow Hamm was a quiet and gentle man with a love of God and life. He was born in Kentucky in 1924, graduated from high school, served in the Navy, and wound up in Florida, where he met and married Maybelle. Maybelle was an artistic regal lady who was the light of his life. Eudow was in law enforcement and excelled in his career, retiring as the Chief of the Miami Police Department in the 1970's.

Eudow and Maybelle loved nature so they bought a 35-acre farm with a modest house, but a wonderful view of the Smoky Mountains. They wintered in Florida and spent the rest of the year in Tennessee. The Hamm's joined Fox United Methodist Church in June 1976. Through the years they loved their ministers and their fellow members. Eudow even represented the church as a delegate to Annual Conference.

Cold weather took its toll on Maybelle's arthritis and they contemplated selling the farm. That's when Karen Whitlock, a local realtor, entered their lives. The property did not sell, but the relationship with Karen grew.

Years passed and Karen called about any interest in leasing the farm...this is when the bad news hit. Maybelle had a terminal brain tumor and the tears flowed. Maybelle was not concerned about herself, but about who would check on Eudow. Karen promised she would be there, which seemed to give Maybelle peace. After months of tender care from Eudow, Maybelle slipped into a coma and died..

Eudow continued to go back and forth between Florida and the farm. He was hard of hearing so Karen helped to get him set up with a computer, e-mail, and the internet. This opened



Eudow & Maybelle Hamm

a whole new world of information to Eudow and he and Karen began a nightly communication of world events, personal issues and the meaning of life. Eudow became a second father to Karen.

Eudow sold the Florida home in early 2006 and continued to love life cutting grass on his 1940's tractor and teaching Sunday school to the ladies class at Fox UMC. A summer cold led to pneumonia and a couple of hospitalizations. On his 82nd birthday, Karen had no other present so she reached into her closet and wrapped up a copy of Rick Warren's, *A Purpose Driven*

Life. He devoured the book...taking notes to share with his ladies class. When Eudow read the chapter about tithing, he got very concerned because he had not tithed. He told Karen that his blessings had come from God, that he needed to return God's money...and that he had something special in mind.

Eudow was still recovering in the hospital when an attorney and witnesses arrived to review and execute his plan. Eudow's estate plan included direct gifts to Karen, a niece in Florida, and two special friends. The remainder of his estate was "left to spread the gospel of Jesus Christ in the Holston Conference and throughout the land." Eudow died later that day within hours of executing his last will and testament.

Eudow and Maybelle graced everyone's life who came in contact with them. Now their gift, estimated to be between \$300,000 - \$400,000, will continue their life-long example of faith, love, empathy, and compassion by spreading the gospel of Jesus Christ. The gift has been returned.

\$TEWARDSHIP CORNER

Moreover, it is required of stewards that they be found trustworthy.
I CORINTHIANS 4:2



BILL KILDAY
*Director of Stewardship
& Church Relations*

In the fall of 2006, we at the Foundation office sent out a survey to every Church Treasurer in the Holton Conference. Over 135 (about 14.5%) responded. From the data we received, some very interesting trends are visible.

Of all churches responding, only 16.5% of them carry out budget finance campaigns each year.

Of churches under 100 in attendance, only 6% conduct budget finance campaigns. In churches averaging 100 to 249 in attendance the number goes up to 37% conducting campaigns. In churches averaging 250 to 499, 37.5% conduct campaigns. Of those churches over 500 in attendance that responded, 100% conduct finance campaigns.

According to Herb Miller, when churches simply pass the plate without a plan, the members give **1.5%** of their household income to the church. When there is a budget and commitment cards are used and encouraged, members average giving **2.9%** of their income, almost double. When members are challenged to consider what proportion of their income they believe God is calling them to give, and write that number on a commitment card, the percentage jumps to **4.9%** of household income. While that is still far from the Biblical standard of a tithe, it is far above our denominational and Conference average.

Other data we have collected supports the premise of the value of carrying out vital finance commitment campaigns.

Check out the chart below.

<u>Church Average Attendance Level</u>	<u>% Having Campaign</u>	<u>Average Giving Per Attendee</u>
500 and above	Almost 100%	\$1,716
250 to 499	37.5%	\$1,673
100 to 249	37%	\$1,274
Under 100	6%	\$ 971

It is clear that there is a correlation between having annual campaigns and the level of giving.

Many claims can be made that smaller churches are “poorer” or not in “higher income” neighborhoods.” There may be some small level of truth to this, but not enough to indicate a 45% drop-off.

Many pastors and lay leaders back off from conducting campaigns because of lack of expertise, or from fear of inciting the displeasure of reluctant church members. Failure to offer a campaign denies those who WOULD participate the privilege of doing so. No one is forced to sign a commitment, and those who would elect to do so should have the opportunity. As the old saying goes, we will count the “yes” votes.

There are several commitment campaign models and materials available from Cokesbury, The General Board of Discipleship, and other sources that walk the leaders through every phase of the campaign, so lack of expertise is no longer a reason to avoid a campaign. As your church looks to fulfill God’s vision, you might explore shaking things up and consider an annual giving campaign as an opportunity to be Bold, Passionate, & Joyful.

The Holston Conference Foundation can help with recommendations of good, simple theologically sound campaign methods. Give us a call.

FOUNDATION FLASHES

- ◆ On October 15, Cliff delivered the Sunday message at Independence United Methodist Church in Independence, Virginia. Special thanks to **Rev. Barry Sarver** for the invitation. The Foundation is also assisting the trustees in evaluating investment and spending options for the church's endowment accounts.
- ◆ On October 17, Roger provided a program to the "Senior Citizen" campers meeting at Camp Lookout. Thanks to **Don Washburn** for the invitation. Special thanks to **Sullins Lamb** for his positive comments on the Foundation fulfilling its mission. Sullins served on the original Conference Study Committee that recommended the creation of the Foundation.
- ◆ On October 17, members of the Foundation board and spouses attended the Holston Home for Children dinner at Cokesbury United Methodist Church in Knoxville. Thanks to **Brad Bower, Dick Timberlake, Howard Heinz, David & Nancy Goodson, and Roger & Rebecca Redding** for being there to support the children.
- ◆ On October 18, Roger met with the Trustees at Church Street United Methodist Church to discuss ideas and options concerning the investment and use of designated funds and the Foundation's availability to educate church members about planned giving opportunities. Special thanks to **Nancy Goodson** and **Charlotte LaFavor** for this productive session. In early 2007, Church Street UMC will be moving assets to the Foundation.
- ◆ On October 29, Cliff delivered the Sunday sermon at First Surgoinsville United Methodist Church. Thanks to **Rev. Cynthia Thompson** for this opportunity.
- ◆ On November 1, Cliff spoke to a Wednesday evening crowd at Christ United Methodist Church in Halls, Tennessee about the services and mission of the Foundation. Thanks to **Rev. Bruce Marston** for the invitation.
- ◆ On November 5, Cliff provided the Sunday services at Greenwood and Limestone United Methodist Churches in the Johnson City District. Thanks to **Rev. Dennis Milligan** for this opportunity.
- ◆ On November 6, Roger met with an anonymous couple about their plans to create a permanent fund in the Foundation to support the youth and music programs at their church and to support other causes outside the church that are dear to their hearts. A special document outlining and clarifying their desires was drafted, approved, and executed. God bless them for leaving their mark on future ministry!
- ◆ On November 6, Roger met with the Endowment Committee and other leaders at St. Paul United Methodist Church in Wytheville, Virginia about investment and distribution options for an endowment bequest received by the church. St. Paul UMC has since invested these and other funds with the Foundation. Thanks to **Chris Layman** and **Rev. Tom Ballard** for this invitation!
- ◆ On November 11, Roger provided a program on *Getting Your Affairs in Order* at a special dinner meeting with "The Achievers" at Kodak United Methodist Church. Special thanks to Endowment Committee Chairperson, **Frank Cole** and to **Rev. Rowland Buck** for a great evening!
- ◆ On November 12, Roger delivered two Consecration Sunday messages at First Gatlinburg United Methodist Church. The church celebrated a significant increase in giving at a delicious luncheon afterward. Thanks to **Rev. Eric Rieger**; Endowment Committee Chairperson, **Jon Tate**; Trustee Chair, **Newman Smith**; and especially **Dot & Ralph Egli** for the marvelous hospitality. In late December, the church invested nearly \$1 million with the Foundation received from the estate of Mary Ellen Conner. This wonderful gift is an endowment that will bless the ministry of this church forever!
- ◆ On November 12, Cliff delivered the Sunday message at St. Paul United Methodist Church in Fountain City, Tennessee. about stewardship and the opportunity to give from God's blessings. Thanks to **Rev. Don Ferguson** for this opportunity.
- ◆ On November 12, Bill delivered the Consecration Sunday sermon at First Cleveland United Methodist Church. Thanks to **Rev. Drew Henry** for the invitation.
- ◆ On November 19, Cliff delivered the Consecration Sunday sermon at Emerald Avenue United Methodist Church in Knoxville. Special thanks to **Rev. Bob Bean** for this opportunity to spread the word.

- ◆ On November 19, Bill delivered the Consecration Sunday sermon at Ebenezer United Methodist Church. Thanks to **Rev. Ann Robins** for the invitation.
- ◆ On November 26, Roger met with financial leaders at Trinity United Methodist Church in Athens, Tennessee about investment and spending options for long-term funds held to benefit the church. Thanks to **Kenneth Elrod** and **Rev. Joseph T. Miller** for the invitation.
- ◆ On November 29, Cliff provided a Wednesday evening program at McKendree United Methodist Church in Jasper, Tennessee on the Foundation's services and ability to help individuals get their affairs in order. Thanks to **Rev. Meg Poister** for helping us plant some ideas for the future.
- ◆ On December 3, **Anne & Hal Travis** accompanied the Redding's and Amos' in visiting Bromma Pemberton Linville's marvelous Christmas Open House on her "Methodist Night" in Oneida, Tennessee. Bromma recently celebrated her 97th birthday and is still blushing as a new bride. Bromma continues to bless us and her church through her life and giving spirit.
- ◆ On December 6, Roger met with the board of Holston Conference Colleges, Inc., to update them on investment performance and loans managed by the Foundation to support Congregational Development and the colleges. Thanks to Board President, **Hal McHorris** and **Bill Rodgers**, Executive Director for the fellowship.
- ◆ On December 6, Roger met with the Endowment Committee at Trinity United Methodist Church in Big Stone Gap, Virginia. Besides the wonderful meal, we reviewed the historical performance of the church's endowment funds and reviewed some ideas to assist the church in properly spending from these special purpose funds. I really enjoyed this visit and appreciate **Ben Allen** and **Rev. M.C. Tolbert** for fellowship.
- ◆ On December 11, Roger met with UTK Wesley Foundation Director, **David Jackson**, and Board Chair, **Mel Stripling** about ideas to enhance gift support for this important ministry.
- ◆ On December 13, **Larry Martin** hosted Roger and Cliff on a tour of Asbury Place in Maryville, Tennessee and updated us on changes, "opportunities" and needs both in Tri-Cities and Maryville. We look forward to continuing to serve and enhance the vital ministries of Asbury Place.
- ◆ On December 27, Roger met with an anonymous minister in our Conference and helped establish a Charitable Gift Annuity for his mother that will provide her with a guaranteed stream of income the rest of her life. Proceeds from the gift annuity will create a permanent fund to support a beloved United Methodist ministry for children and youth located beyond the boundaries of the Holston Conference. We are delighted to be of service to this family, who understands and practices the tithe and is allowing us to play a vital role in their family's philanthropic plans.

NEW INVESTMENT OPPORTUNITY

THE EQUITY GROWTH FUND



I am pleased to announce that the Foundation's Investment Committee and Board has approved the launch of a new investment option...THE EQUITY GROWTH FUND (EGF). This new fund will be available to receive investments in January 2007. This new fund is an all equity fund and holds the same equities in the same target ranges as the equity portion of our very successful BALANCED GROWTH

FUND, minus the government bonds. While this fund may be an appropriate investment for some long-term assets, it is really intended to be paired with our INTERMEDIATE INCOME FUND or other income investments to give churches and other ministries a higher or lower percentage of equities and fixed income investments than the traditional 60/40 mix of our BALANCED GROWTH FUND (BGF). Some churches have asked to be able to

invest 70% of their funds in equities and others would like to invest less than the 60% equity option available in the BGF. The Investment Committee is pleased to be able to add this as another low-cost, diversified, and socially-conscious investment option. It is yet another tool to help enhance the ministry of finance and stewardship across the Holston Conference.

— *David Goodson*
Investment Committee Chair

FROM THE DIRECTOR'S CHAIR

Thanks to several new endowments, trusts, and accounts established to benefit local churches and other areas of ministry, solid investment policies, and the strength of the financial markets, total assets under management in the Foundation totaled **\$58,193,162** at year-end. This represents an 11.7% increase over the past year and establishes a new record high.



Roger Redding, Executive Director
Holston Conference Foundation

While the official performance review is not yet complete, it looks like THE BALANCED GROWTH FUND performed well gaining **12.4%** in 2006. Trailing returns show that this fund has exceeded its expected benchmark for eight (8) years in a row. THE BALANCED GROWTH FUND continues to be the investment of choice for most endowments and other long-term designated accounts in the Foundation.

Tentative returns show that THE INTERMEDIATE INCOME FUND ended the year with a total return of approximately **4.08%** and currently has a yield to maturity of 4.8%.

For those accounts with a short-term horizon, we offer THE SHORT-TERM INCOME FUND (STIF) and THE MONEY MARKET FUND (MMF). Rising short-term rates have certainly positively impacted the yields on both funds. The STIF had a total return of **4.46%** in 2006. The current yield on the MMF is **4.87%**.

While assisting churches and ministries with their investments is one of the Foundation's core areas of service, my first love, however, is helping people interested in creating endowments and other designated funds to support the ministries, churches, and programs they are passionate about. Whether it is helping raise funds to dig wells in Sudan or helping

people like Eudow Hamm create an endowment, we get to see the joy experienced by both the givers and the recipients.

On October 24, 2006, the Foundation's board met at the Cokesbury Center in Knoxville to review Foundation business and to make plans for the coming year. The board elected **Richard Timberlake** as President, **Nancy Stanley** as Secretary, and

welcomed back **Will Pugh** to board service and elected him as Vice-President. **Clyde Tisdale** was also added to the board for a three-year term of service. **Bradley Bower** was also recognized for nine years of service and was added to the ranks of our Emeritus Directors.

The year 2006 was a year of great change and growth in the Foundation. We added a seasoned and capable gift planning officer in Cliff Amos, and took on the task of enhancing financial stewardship education and awareness across the Conference with the addition of Bill Kilday as Director of Stewardship and Church Relations.

The Holston Conference Foundation staff will be moving into the Conference's new facility sometime in March, so be on the lookout for our new address and telephone contact information. As we enter 2007, we are excited about a unique booklet we are developing...*The Ministry of Church Finance*. We are constantly exploring the ways the Foundation's ministry might be of service to the people, churches, and ministries of the Holston Conference. Please call on us if we can help you boldly, passionately, and joyfully explore the opportunities and options to make a difference.

— Roger Redding

BOLD, **P**ASSIONATE,
& **J**OYFUL

**God's Vision
for Holston Conference**

God envisions

bold, passionate, and joyful communities of faith
where the spiritual hunger to worship God and to serve Christ
sets disciples on fire
with Spirit-filled, risk-taking love for all God's children
until Holston Conference reflects the saving grace
and redeeming justice of our Lord Jesus Christ.

Adopted, Annual Conference 2006



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FOOD FOR THOUGHT

"I expect to pass through life but once. If, therefore, there can be any kindness I can show, or any good things I can do to any fellow human being, let me do it now, and not defer it or neglect it, as I shall not pass this way again."

— WILLIAM PENN

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