

# FOUNDATION

## FORUM

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### *WAY TO GO WALTER...A HOME RUN!*

*To make a good baseball team, you have to have good coaches along the way who understand the game. The Foundation office plays the role of a “coach” to many of our Holston Conference churches. Rev. Larry Lusk, Pastor at Washington Chapel UMC in Abingdon, Virginia, knows this first-hand. He first contacted the Foundation for a meeting with the church Finance Committee, then the Church Council and ultimately with the whole church. From preaching on Sunday to meeting with various people through the week, together we helped the church plan a lasting legacy that will honor Walter Minnick’s life and benefit many people through his generosity. The following story is about how one person really made a difference for his church...*



WALTER MINNICK

Walter Minnick grew up the way that most people did around the turn of the century. He lived on a farm just inside the Abingdon, Virginia city limits. His mother was a saintly lady who made sure her son was involved at the local Methodist church. He attended Sunday school and church all his life.

Walter attended Fairview Elementary School (which is no longer there) and Bethel High School, receiving his diploma in 1939. Walter was a hard worker on the farm, where there was no shortage of chores to do — like feeding the cattle or getting the ground ready for wheat, sugar cane, potatoes, corn, or tobacco. There was always a “patch of potatoes” for the church folks to use however they saw fit. He also enjoyed photography and took pictures at many church gatherings. Fellow church members, Phil and Vickie McCall, have many good memories of Walter. “I helped him on many occasions, digging potatoes and

harvesting sugar cane. The church always got a share,” Phil recalled.

Whenever Walter had a break in school or the chores, he loved playing baseball! His favorite words to hear were, “Batter up”. He loved the sound of a ball smacking against the bat — and then off he would run to first base! Because he had a bad foot, he always needed a pinch runner to finish the bases for him. When he wasn’t playing baseball, he was watching others play when his high school team traveled to Whitetop or

Saltville. Following baseball was a lifelong enjoyment for Walter. He knew many of the minor league players, some who made it to the big leagues, and loved watching the Atlanta Braves on television. He also enjoyed reading, and had a large appetite for learning, especially history. One of his evening traditions was to sit with the sunshine streaming through his window, reading the newspaper. Many who knew Walter said, “You could always see him reading the paper with his glasses resting on his forehead.”

“He liked having a good time and could be the life of the party,” according to Mrs. Hagy, who was one of Walter’s best friends from elementary school. “Walter was a good friend and was very involved with his community.”

He was an assistant rural route mail carrier for 39 years. If you asked Walter about someone’s background or family, he always knew the answer!

Over the years, he became the one person you could count on at the church dinners, for he loved the home-cooked meals. Judy Thomas, fellow church member, should know.

CONTINUED FROM FRONT COVER

She made a lot of “to go” plates for Walter. He wouldn’t let Judy pick him up in a car because just *once* she ran into the ditch at his house...that was enough...Walter preferred Judy’s husband, Bobby Thomas, to come and get him from then on.

Rev. Larry Lusk visited with Walter after Lusk was appointed to Washington Chapel United Methodist Church. According to Lusk, Walter was very quiet and full of dry wit. One time he shared that he wouldn’t be preaching on Sunday, and before he could say who was going to take his place, Walter said, “That may not be such a bad thing.” The corners of Walter’s mouth curled up in a smile. “Don’t tell anyone I said that, preacher!”

Walter learned a lot about friends, church, and baseball, but he never experienced the thrill of hitting a home run in his high school days. However, in his will Walter left one-half of his estate to his church. This \$500,000+ gift will help his church and the community know more about the love of Christ.

*Way to go, Walter – a home run!*

For more information about how you, too, can make a difference, please give the Foundation a call at (865) 690-8124. We will be more than happy to help “coach” you in hitting a home run for your church.

— Cliff Amos  
Director of Gift Planning



## PERFORMANCE UPDATE

The Foundation board reduced fees on our largest and most popular investment options effective January 1, 2008. The annual management fee on both the BALANCED GROWTH FUND and the EQUITY GROWTH FUND dropped to .80% from .85% of market value and the INTERMEDIATE INCOME FUND’s management fee dropped to .70% from .85%. These reduced fees are possible because so many new accounts have been established by churches and through individual planned gifts over the past couple of years. The larger we get, the easier it is to pass on those savings. These fees are well below average trust and mutual fund fees you might encounter in the marketplace, plus the fees we collect directly support the Foundation’s ministry. Without our investment partners and donors, the work of the Foundation could not happen, so we are very pleased when we can find a way to make the fees even smaller.

Last year the Investment Committee and board also made several adjustments to our overall investment policy. We reduced our position in a VANGUARD SOCIALLY-CONSCIOUS LARGE-CAP INDEX FUND because of its overexposure to the financial sector and replaced it with a social fund offered through TIAA-CREF and by investing a portion directly in the S&P 500 Index. We also slightly increased our international exposure to 20% while reducing our real estate holdings to 2%. We also began using some new bond funds offered by Vanguard to replace individual bond holdings as they mature and/or called in our fixed income portfolio. Already we are seeing good results from these changes. Through April 30, 2008, our BALANCED GROWTH FUND is down 1.31% with the benchmark down 1.91%. The EQUITY GROWTH FUND is down 3% while the benchmark is down 5.0%. The INTERMEDIATE INCOME FUND is up 2.24% YTD and has a yield to maturity of 4.4%. The SHORT-TERM INCOME FUND is up 1.38% YTD. The Current Money Market yield is 2.57%.

Most of the funds we hold in the Foundation are long-term investments, meaning endowments, scholarships, and other funds designated by churches, institutions, and donors for lasting ministries. We remind our friends and donors that such investments are best measured over longer periods. While negative returns are never fun, they are part of the ongoing cycles of the markets. Our BALANCED GROWTH FUND has an average annual trailing return of 9.6% over the past five years, which exceeds the fund’s benchmark of 8.01%. We are pleased by these results and invite your participation.

— David Goodson  
Chairperson, Investment Committee

*Programs, options, or performance updates for Trustees, Finance Committee, Endowment Committee, and other leaders are available. If you have questions or are just curious about what we do or the options we offer...just ask. Check out our website [www.holston.org/foundation](http://www.holston.org/foundation) or call us at (865) 690-8124.*



## 2008 REPORT TO THE ANNUAL CONFERENCE

As the President of the board of directors, I am very pleased to report that The Holston Conference Foundation had another stellar year in the growth and impact of our financial and outreach ministries. During 2007 we opened 63 new accounts and added \$8.3 million in new deposits. The Foundation also distributed \$4.1 million to be used by churches, agencies, and ministries per account and donor instructions. On December 31, 2007, the Foundation held total assets of **\$63,572,069** in 580 accounts, which is our highest total ever.

Last year was also quite a “moving” year! Foundation staff moved into the new Holston Conference Center in Alcoa in March and rejoiced when Brenda Mills moved from Johnson City to join them in April. During the year we also moved ahead with printing and distributing *The Ministry of Church Finance* booklet to clergy and local church leaders across the Conference. Plans were also put in place to assist The Wesley Leadership Institute with speakers and workshops for the February 2008 Convocation and its Stewardship focus. Over 210 clergy attended and, by all accounts, it was a great success.

Challenges were also felt during the year in the financial markets. We enjoyed the fifth straight year of positive return in our BALANCED GROWTH FUND (average annual trailing return of 9.6% over the past five years) and we also successfully launched a new all-stock EQUITY GROWTH FUND. With declining interest rates, our INTERMEDIATE INCOME FUND was our top performer with a 7.7% total return. Our Investment Committee tweaked our Investment Policy statement by increasing our international exposure and adjusting our large-cap holdings, while reducing the already moderate fees on our BALANCED GROWTH, EQUITY and INTERMEDIATE INCOME Funds. These savings are all passed on to the churches and agencies which invest through the Foundation.

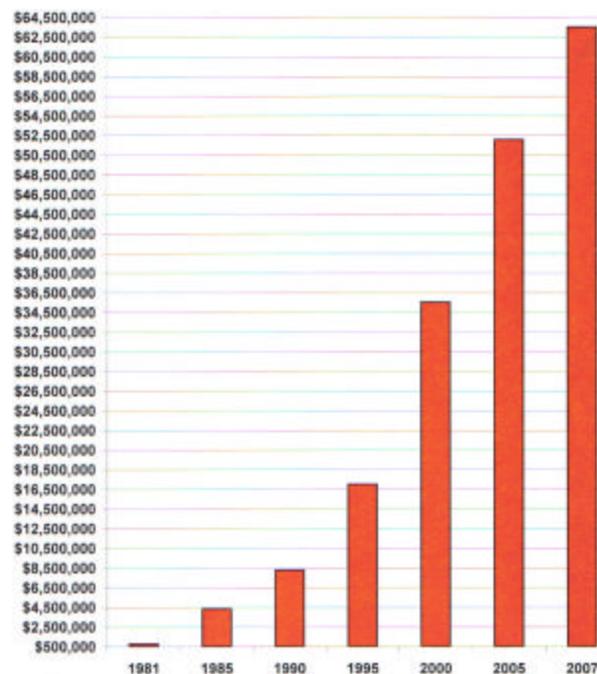
Recently the National Association of United Methodist Foundations released its annual report. I am pleased to share that our Holston Conference Foundation passed the North Georgia Conference

Foundation in terms of total assets under management and is now the 5th largest Conference Foundation in the Southeastern Jurisdiction and the **14th largest** nationally.

While record numbers and statistics are celebrated, we know that the Foundation’s most valuable contributions are the quiet conversations with individuals, as well as workshops and programs where people and churches are assisted in formulating their own plans to “do good”. We are blessed with a great group of dedicated board members and a service-oriented staff tasked by the Conference to educate and encourage giving and bequests that strengthen the Kingdom and make a lasting difference. Whether it is maintaining a local church, sending children to camp, offering seminary scholarships or providing clean water to a child in Sudan, our Foundation is here to help you explore the options and make something good happen.

Let us know if we might assist you in formulating your plans to “Do Good”.

— Richard H. Timberlake  
President





# From the Director's Chair

If you have ever heard me speak, you know I love to tell stories about the donors whose gifts we help plan and/or steward. This column will be no exception. I want to tell you about Lillian, whose health was rapidly failing. Life seemed to hover between physician and hospital visits from her long-term care facility "home". Lillian grew up in the Bronx, New York and was born to parents who immigrated to America with their parents in the 1880's. Lillian's mother was a practicing Christian Scientist and her dad a Lutheran. At age 92, she did not remember a lot about attending church with her family as a child, but she got very talkative and excited telling stories about the plays and programs and fun she had sneaking off to participate in the Epworth League, the youth program at a nearby Methodist church.



Lillian Redding in her youth.

As she told the story, she had a moment of realization that "that participation" had a large part in shaping her Christian values as an adult and influenced not only her children, but her grandchildren as well. How ironic it was that her grandchildren grew up in the United Methodist Church and that her own church participation in recent years had been to attend Christmas Eve, Easter, and other special services at a United Methodist Church.

Lillian soon thereafter decided that she wanted her estate plan to do something special to show her appreciation to the

church that had been there for her and her family. We talked further and she decided to tithe her investment account (10%) to support youth programs in the United Methodist Church through a special permanent fund to be created and stewarded in the Holston Conference Foundation. Months went by and on February 13, 2008, Lillian Bates Redding died peacefully in her sleep at Colonial Hills Nursing Home in Maryville. She was my mother. Fourteen hours later came a call that my mother-in-law, Ruth Alyce Rather had passed away in Paducah, Kentucky. Suddenly the whole world changed.

Rebecca and I still have not had time to fully grieve these great losses. We made it through the services in Paducah and Knoxville and were surrounded by food, cards, plants, and memorial gifts from our Sunday school class, neighbors, co-workers, friends, and family. The services were beautiful and meaningful, but there is a hole in our hearts that only memories and the knowledge that their lives were well lived can fill. Both of these wonderful Christian ladies blessed us with their unselfish love, undying grace, and generosity. Both had their affairs in order, including wills and powers of attorney for finance and healthcare. The lessons they left us will no doubt occur to us from time to time.

My mother's gift is a gift, not just to the church, but to me and my family. She left a lasting legacy, one which will last for my lifetime and beyond.

— Roger Redding  
Executive Director



*Mother is the name of God in the lips and hearts of little children.....* WILLIAM MAKEPEACE THACKERAY  
*God could not be everywhere, so he created mothers .....* JEWISH PROVERB  
*An ounce of mother is worth of a pound of clergy.....* SPANISH PROVERB  
*I remember my mother's prayers and they have followed me.....* ABRAHAM LINCOLN

# FOUNDATION FLASHES

## 2007

- On September 19, Cliff presented one part of a deferred giving seminar along with **Charlie Harr** (Patriot Investments) and **Dale Allen** (Attorney and Partner of Woolf – McClane) at **Middlebrook Pike UMC** in Knoxville.
- On September 23, Cliff preached the morning service at **Lonsdale UMC** in Knoxville. Special thanks to **Rev. Aldana Allen** for the opportunity.
- On October 2, Roger visited with the Administrative Council at **Concord UMC**, Decatur, Tennessee, to talk about Foundation services. The church opened a Foundation account the very next day. Thanks to **Rev. Archer Coppedge** for opening this door to be in ministry with this church.
- On November 12 and December 6, Roger met with the **Muslim Outreach Team** to learn more about this ministry and explore options to help them create a document to receive potential endowment and estate gifts.
- On November 25, Cliff preached the morning service at **St John's UMC**, Maryville, Tennessee. Special thanks to **Rev Rich Mullan** for the invitation. It was great to see Mr. and Mrs. Charles Ray.
- On December 2, Cliff preached the Consecration Service for **St. Mark's UMC**, Louisville, Tennessee. Special appreciation to **Rev. Michael Johnson** and to **Charles Stewart**, current Foundation Board Member.
- On December 9, Cliff preached both morning services at **First UMC** in Sweetwater, Tennessee. Thanks so much to **Rev. Carl Oaks** for the Consecration Service Invitation. **Mr. Doug Richesin** did an outstanding job on special music.
- On December 16, Cliff preached both morning services at **Christ UMC** in Halls. Special thanks to **Dr. Bruce Marston** for the opportunity of Consecration Services.
- On December 30, Cliff preached at **Macedonia UMC** in east Knoxville. Thanks so much to **Rev. Ray Petty** for the chance to talk about "giving" and ministry.

## 2008

- On January 13, Bill Kilday provided a "Financial Stewardship Training" program for the **Oak Ridge District**.
- On January 13, Cliff preached at **Washington's Chapel UMC** in Abingdon, Virginia. Thanks for the invitation from **Rev. Larry Lusk**.
- On January 15, Roger visited with **Taavi Holman**, Superintendent of **Estonian UMC**. Thanks to **John & Laura Trundle** for this chance to know Taavi personally. The Foundation's **MARTHA GERRARD FUND** has supported this ministry for several years.
- On January 20, Roger provided a program to the newly re-energized Endowment Committee at **Concord UMC** under the leadership of **Charles Kuykendall**. Thanks also to **Rev. Brent Hall** for his support.
- On January 20, Cliff preached both services at **Seymour UMC**. Thanks so much to **Rev. Brad Hyde** for the invite. An anonymous donor recently created a special fund for the church.
- On January 25, Roger met with the leaders at **Mt. Wesley UMC**, Telford, Tennessee, to explore opportunities for the church to use our investment and planned giving education services. The church responded and opened three accounts in the Foundation.
- On January 27, Cliff preached at **Central UMC** in Knoxville completing a series on estate planning started by **Rev. Bruce Galyon**. Many thanks for the invitation. Former Foundation Member, **Ed Hoskins**, taught the Sunday school lesson...great job!
- February 3 - 5, Roger and Bill led workshops at the **Ministers' Convocation at Lake Junaluska**. Over 215 ministers attended this special two-day event that focused totally on Financial Stewardship. Special thanks to **Michael Reeves, Bishop Ken Carder, Don Joiner, and Wayne Barrett**, who inspired all with their messages.
- On February 17, Cliff preached at **Chestnut Hill UMC** in Dandridge, Tennessee. Thanks so much to **Rev. Mary Parson**.

# FOUNDATION FLASHES

## CONTINUED

- On February 21, Roger and Cliff spent the evening with leadership at **Burk's UMC**, Chattanooga, to explore the benefit and options of creating a formal endowment program. Special thanks to **Rev. Nathan Malone**.
- On February 24, Cliff preached at **Walland UMC**. **Rev. Eddie Collier** was gracious enough to extend an invitation to the Foundation.
- On February 27, Roger met with **David Jackson (UT Knoxville Wesley Foundation)** about an "alumni couple" who are in the process of including the ministry of the Wesley Foundation in their estate plan.
- On February 28, Roger met with **Ed & Linda Baker**, missionaries who build wells in Paraguay.
- On March 2, Cliff met with combined Sunday school classes at **Ketron Memorial UMC**, Kingsport. Thanks to **Rev. Aaron Pierce** for setting up this opportunity to share our message.
- On March 4, Roger led an estate preparedness workshop and met with Administrative Committee Trustees at **First Jefferson City UMC** to explore endowment options. Thanks to **Vance & Phyllis Woodard** and **Rev. Doug Wilder** for this opportunity.
- On March 5, Roger and Cliff attended the Endowment Committee meeting at **First Centenary UMC**, Chattanooga, to review investment performance and discuss the implementation of total return based distributions. Thanks to **Craig Ingvalson** and **Rev. Dwight Kilbourne**.
- On March 9, Cliff met with **Pleasant View UMC**, Abingdon, Virginia. Thanks to **Rev. Jim Goddard**.
- On March 11, Roger provided a comprehensive program to the **Wytheville District** ministers on Foundation services and how we might assist them in endowment building, stewardship education, and investment services. Thanks to **Rev. Chuck Starks** for the invitation.
- On April 6, Roger presented a "Getting Your Affairs in Order" program to combined adult Sunday school classes at **Beaver Ridge UMC**, Knoxville. Thanks to **Tom Becker** and **Rev. Bill Akers** for making this possible.
- On April 6, Cliff preached at **Clapps Chapel UMC** in Corryton, Tennessee. Thanks to **Rev. David Smith** for this opportunity. Later that day, he gave a "Planning Your Estate" Seminar at **Friendsville UMC**. Thanks to **Rev. Darryll Rasnake** for this invitation.
- On April 7, Roger combined with **Rev. Bill Carter**, presented a workshop as part of **Jubilation** at the Meadowview Center in Kingsport, Tennessee.
- On April 13, Cliff preached at **Crossroads UMC** in Kingsport. Thanks to **Rev. Jerry Jones** for this special invite.
- On April 16, Cliff presented a "Planned Giving" Workshop at **Strawberry Plains UMC** in the Morristown District.
- On April 20, Cliff preached at **Colonial Heights UMC** in Kingsport. Thanks to **Rev. Tom Seay**.
- On April 20, Roger made a second visit to Trustees at **Jefferson City UMC**, who voted to invest a recently received bequest with the Foundation as an endowment and voted to create a committee to establish a formal endowment program under the leadership of **Wayne Clement**.
- On April 27, Cliff preached at **Mt. Airy/Economy UMC**, Morristown District. Thanks to **Rev. Bob Schooley**.
- On April 27, Roger provided the Sunday message for two services at **St. Mark's UMC**, Knoxville and also presented an estate planning program for combined adult Sunday school classes. Best wishes to **Rev. Ron Goodman**, who is retiring.
- On May 1, Roger presented a program on establishing an endowment and planned giving program for the Board of the **Wesley Foundation at the College of Virginia at Wise**. Thanks to Director, **Beth Tipton**.
- On May 4, Roger delivered the Sunday worship message for three services at **First Marion UMC** and returned the following Wednesday evening for an "Estate Planning" Workshop. Special thanks to **Rev. Jeff Lambert** for this opportunity. We wish Jeff well in his upcoming move to Redbank UMC in Chattanooga.
- On May 4, Cliff preached at **Wears Valley UMC**, Maryville, Tennessee. Thanks to **Rev. Bill Beard**.
- On May 12, Roger visited with the Trustees at **First Maryville UMC** to provide an update on financial performance to make suggestions to implement a total return-based distribution formula for the GARST MISSION ENDOWMENT. Thanks to **The Reverends Brenda & Larry Carroll** for their encouragement and vision.

# THE PASTOR CORNERED



*The following article was written by Rev. Jim Whedbee and included in the Fountain City United Methodist Church Newsletter after attending Holston Conference Ministers' Convocation in February 2008. We included this with his permission. You can find several valuable resources related to Stewardship by visiting [www.stewardship.holston.org](http://www.stewardship.holston.org).*

## **What if your:**

- *child's first grade teacher didn't seek to teach your child to read?*
- *child's second grade teacher didn't try to teach your child cursive writing?*
- *child's soccer coach didn't seek to teach your child that only the goalie/keeper is to touch the ball with their hands?*
- *child's piano teacher didn't try to teach your child the scales?*

*There are certain expectations of those with whom we entrust our child's education in academic and extra-curricular activities. If we expect someone to do a particular task and that task is not carried out, there might be a wide variety of reactions on our part from disappointment to frustration to anger.*

*What if your pastors did not try to help you know and experience God's love and grace given to us so freely through Jesus Christ? What if your pastors did not seek to help you grow in love and discipleship? There are several things you should expect from your pastors and you, no doubt, have been disappointed in this pastor's efforts in certain areas from time to time. However, there is one piece of Christian discipleship where I know I have let you down in helping you to grow as Jesus would have us to grow. You may not even be disappointed that I have not done this, but I have not been faithful to the Scriptures in this area.*

***And I apologize.** I was just really convicted of this last week at our Holston Conference Ministers' Convocation. The theme for our four days was "**Living Stewardship.**" Even in the first lecture we heard I thought, "My, my. I have not done my duty." You have heard me preach some stewardship sermons—usually around budget time. How foolish of me if I have led you to think that we give only to meet a budget.*

*I have several pages of notes that you are welcome to see (if you can read them). There were many statements made by our lecturer and workshop leaders that I noted, but the next-to-the-last thing that I wrote down was said by our lecturer (Michael Reeves from Plano, Texas) in a workshop of his that I attended. He said: "**Many people have more faith in their resources than in God. It's our job as leaders to change that.**" That was just sort of the culmination of everything I heard, and it almost literally took me to my knees.*

*I won't try to preach anything right here, but you will be hearing more. I am convicted. You will be hearing more from me about money and our Christian responsibility with it. Considering that there are 2,374 verses in the Bible about money, I figure it's time we start paying more attention to them.*

— Jim Whedbee



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## FOOD FOR THOUGHT

*"How can I repay the Lord for all His goodness to me?"*  
– PSALM 116:12

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