



2010 Capital Appeal

Saint John Lutheran Church

We believe the people of Saint John have the resources to achieve giving as indicated on this guide. Being people of faith we believe in miracles and if one occurs, we will be able to accomplish our goals:

- Create a new, inviting
MAIN ENTRANCE
- Create a bright,
spacious hospitable
GATHERING SPACE
- Create bright, new,
handicap-accessible
REST ROOMS
- Address mechanical issues
heating/ AC/ electrical/
parking/fire sprinkling
- Fund high energy,
professional Youth and
Family Minister
- Retire existing debt

Wouldn't that be wonderful!

creative giving

Ways that you can extend your giving potential to help support the mission of your church.

RE-CHANNELING A PRESENT EXPENDITURE

Many families have incurred short-term heavy expenditures for special needs. An example would be while their children attend college. They learn during those years to budget their money so they can cover those expenditures. The same philosophy applies when budgeting money to support their church's vision.

GIFTS FROM EXTRA WORK

One man was in the process of retiring when the church undertook a capital fund appeal. He secured a new job and gave the first three years of his retirement income to the church. Another woman worked an extra year beyond retirement and gave the full amount to the building project.

GIFTS OF UNEXPECTED CASH

A couple unexpectedly received an inheritance of several thousand dollars. They decided to give the entire inheritance to their church to expand their gift to the building project. Other people give their income tax refunds.

GIFTS FROM INCREASES IN INCOME

Many people have incremental salary increases, overtime, or bonuses which they include as part of their gift to their church.

GIFTS OF INCOME

Various types of investments distribute interest or dividends. If the donor is not using the distribution for current income, rather than be reinvested, the interest or dividends may be assigned, for a defined period, to the charity. The donor retains ownership of the asset.

PRIORITY BUDGETING

Some people may choose to rearrange their priorities in order to give greater gifts to a capital fund appeal. Priority budgeting may lead to postponing a planned expenditure such as a new car, sailboat, vacation home, etc. One couple delayed the purchase of a new sports utility vehicle and applied the same monthly payments toward the capital fund appeal, enabling them to give an additional \$20,000.

suggested giving guide

Number of Gifts Needed	Weekly Gift	Three-Year Total
2		\$250,000
3		\$100,000
5		\$50,000
20		\$25,000
20		\$15,000
20		\$10,000
20	\$50	\$7,800
20	\$40	\$6,240
20	\$30	\$4,680
20	\$20	\$3,120

Many others, including youth, less than \$20 per week

creative giving *continued*

The following is a brief list of gifting techniques which may be used. Many can be used in combination to structure a personal gifting plan for the donor. While our present economic 'slump' casts obvious shadows on some previously attractive giving options, we are reminded that our 'window' for honoring our pledges is three years. We live with hope and expectation that we will experience economic recovery during the next three years. Excluded from this discussion are gifts of cash since they need little explanation.

GIFTS OF APPRECIATED ASSETS

A gift of investment assets which have appreciated in value is one of the most common gifting strategies. The asset should, in relative terms, be "substantially appreciated" if the giver wishes to receive tax benefits as a result of the charitable gift.

GIFTS OF STOCKS AND BONDS

Funding charitable giving with appreciated stocks or bonds can be very advantageous to both the donor and the church. The donor will avoid paying any capital gains taxes while receiving a full value charitable deduction, and the church will receive a very liquid asset. To claim all these benefits, the stocks/bonds must be transferred to the church rather than selling the stocks/bonds and donating the proceeds, which then turns the gift into an ordinary cash gift. *Kairos* or a tax accountant can advise you about the most advantageous way to make the transfer.

GIFTS OF APPRECIATED REAL AND PERSONAL PROPERTY

Many people possess assets that could make a good gift to their church. This is a discussion worth having. One word of caution about real and personal property gifts: they should be discussed in advance with the church to determine the appropriateness of this action. For instance, unless the gift is germane to the "business" of the church, the donor should sell the personal property and give the proceeds to the church. The key word is VALUE.

It should be marketable and its market value should be ascertainable. If the market value is thought to be above \$5,000, an appraisal must be conducted prior to acceptance by the church. An asset which may have value to a donor may have little market value.

GIFTS OF REAL ESTATE

An unencumbered piece of real estate that is readily saleable in the marketplace can be a wonderful gift. In fact, real estate is one of the most often given assets because it is easy to gift.

to recent estate tax law changes, many donors may find their insurance policies, which were purchased for estate taxes, may not be needed and may be an excellent charitable gift.

GIFT ANNUITY

The donor funds a gift annuity with an appreciated asset and gives it to the church; in turn the church distributes a lifetime (or defined period) of income to the donor (and or spouse). This is an excellent way to convert a substantially appreciated asset into an income source for the donor.

the most important *consideration of charitable giving is charitable intent. Charitable intent is the personal desire and intention of the donor to make a gift of value to a charitable organization. Of secondary importance are the financial issues, which may include tax considerations, estate planning concerns, or the type and size of gift. If there is a sincere desire and intent on behalf of the donor, almost any asset of value can be gifted.*

GIFTS OF LIFE INSURANCE

Some people have accumulated cash in insurance policies which they give to the church. Others purchase new policies with the church as beneficiary or name the church beneficiary of an existing policy. Donors may also give the entire policy as an outright gift. The charity may wish to accept the policy ownership and continue to make premium payments in order to collect the proceeds at the time of the donor's death. Due

CHARITABLE TRUSTS

- 1) Assets are held in a trust. The trust can distribute income to the donor until death (or defined event) causes the asset to be distributed to the charity.
- 2) In a lead trust, assets are held in a trust. The trust distributes income to the charity until death (or defined event) causes the asset to be distributed to the donor's estate or family.

Caution: Tax advantages should never be assumed. The various gifting strategies have certain tax implications which may or may not affect a specific donor's personal income tax liability. For expert assistance, consult your Kairos Consultant, Pastor Blair Anderson, and ultimately, a tax attorney or tax accountant.