

Our Staff

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Rick DeGraaf, MSc. STEWARDSHIP EDUCATION COORDINATOR

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Gerry Ebberts *Society for Christian Schools in B.C*
Clarence Louter *Ontario Alliance of Christian Schools*
Al Karsten *Christian Reformed World Missions*
Judy Eising *Christian Reformed World Relief Committee*

We're so thankful that these individuals commit their time to working with CSS and willingly share their experience, expertise and hearts with us.

Please note our NEW ADDRESS!

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ANNUAL REPORT 2007

Connecting Love and Passion *through Giving*



A Banner Year for CSS

> From the Executive Director

Someone defined love as the desire to Give and the desire to Bless.

This year the combined efforts of CSS and Partner personnel facilitated growth in the desire to Bless and Give to a wide variety of ministries.

The Lord has provided His people with blessings for a purpose. It has been our continuing Joy to play a growing part with those Christians who understand what it means to be Stewards. This Annual Report presents the results of CSS working with many who **“Get it”!**

Henry Eygenraam, Executive Director

Our Mission

Christian Stewardship Services, together with its supporting Christian organizations promotes Biblical stewardship through planned giving and education.

Our Vision

Living Responsibly in God’s World.

> HOW WE SERVE Our Clients



Our Regional Representatives meet with donors, in the comfort of their homes, to help explore and develop an Estate Plan and/or Gift Plan that addresses the needs and wishes of the donor.

The result of the meeting will be a detailed written plan that the donor may take to their lawyer to be finalized. Many individuals comment that the time spent with a CSS representative is very helpful in thinking through their decisions prior to meeting with their lawyer.

Details of our meetings are held in strict confidence and, in normal situations, there is no fee for the first visit.



Our **Stewardship Education Co-ordinator**, offers the “Growing and Giving” Program - available to churches to address the issue of meeting budgets, and to educate and inform on Biblical stewardship.

Growing and Giving

- > Identifies and develops effective learning/training resources
- > Facilitates introductory presentations or workshops on stewardship basics and next steps
- > Develop and coach church leaders to be faithful managers of all the resources under their care
- > On-site coaching, with the help of Diaconal Ministries Developers, to help churches set up their stewardship programs

“Growing and Giving” is a jointly funded program of CSS and the Christian Reformed Church. The program is delivered to CRC congregations in partnership with Diaconal Ministries Canada. “Growing and Giving” is also available to other congregations and constituencies as well.

> FINANCIAL Statements

	2007	2006
New Resources in 2007		
New Capital		
Deposit agreements	\$ 1,510,260	\$ 1,874,791
Annuities	897,000	445,000
Endowments & Bequests	645,070	174,643
Appreciated Securities	948,197	44,959
Life Insurance Premiums	83,730	83,730
Designated Gifts & Other	170,058	122,155
Trust Funds	60,256	0
Investment Income	\$ 1,458,560	\$ 1,043,048
New Resources Total:	\$ 5,773,131	\$ 3,788,326

Where Our Resources Went in 2007

Income paid to scholarships	\$ 16,832	\$ 14,450
Deposit agreements:		
Income paid to holders	225,477	187,660
Income paid to charities	328,882	380,186
Capital returned	611,308	529,629
Annuity payments	386,822	328,766
Gifts disbursed to charity	1,490,462	227,192
Admin & management fees	191,546	184,494
Life Insurance Premiums	83,730	83,730
Other	1,590	1,875
Disbursements Total:	\$ 3,336,649	\$ 1,937,982
Investment Capital end of year	\$ 20,557,602	\$ 18,126,851

Interest income of 6.28% was earned on Deposit Agreement, Endowments and Designated Gifts. Charities and donors shared in this investment growth. Administration and disbursement fees represent approx. 1% of CSS assets.

	2007	2006
Where Your Gifts Went in 2007		
Christian Schools	\$ 456,348	\$ 175,277
Scholarships	16,832	14,450
Christian Reformed Churches	201,080	32,845
CSS Partner Organizations	917,196	231,355
Other Charitable Organizations	244,720	167,462

Your gifts to Charity in 2006 **\$ 1,836,176** **\$ 621,389**

How Funds Were Invested in 2007

	ASSETS	%
Institutional Mortgages and Loans	\$ 7,356,535	35.2%
Government Provincial Bonds	4,949,250	23.7%
Investments with Jarislowsky Fraser	8,307,072	39.7%
Cash and Other Assets	286,662	1.4%
TOTAL PORTFOLIO	\$ 20,899,519	100%

CSS Annual Investment Returns

2007 ... **6.28%** 3 year avg ... **6.45%** *All returns are Simple Rates of Return on deposits in the Fiscal Year*
 2006 ... **6.12%** 5 year avg ... **6.49%**

CSS Operating Income in 2007

	2007	2006
Fees from Partners & Assoc. Partners	\$ 267,850	\$ 231,421
Administration & Disbursement Fees	191,546	184,494
Donations	4,385	3,443
Interest & Reimbursements	15,177	7,759
CSS Operating Income	\$ 478,958	\$ 427,117
CRC Stewardship Education Support	\$ 50,000	\$ 50,000
Partner Fees for Stewardship Education	20,965	20,000
Fees and Reimbursements	4,955	5,022
Stewardship Education Income	\$ 75,920	75,022

> THE YEAR at CSS

- > Amount paid out to charities through gifts and donated income from agreements and endowments: \$1,836,176 in fiscal year 2006-2007, a big increase over 2006.
- > Another increase in funds being managed by CSS, now \$20.9 million - up from \$18.1 million in deposits, annuities, endowments, etc, producing income for donors and charities.
- > \$17,268,365 promised to charity through Will Bequests, Life Insurance policies and Annuities in fiscal year 2006-2007 by CSS clients.
- > Mortgage and loans to partners and Christian Schools now over \$7 million.
- > Continued solid Investment Returns on deposits: 6.28% annual rate.
- > Enthusiastic distribution of receipt enclosures and other new marketing materials by partners offering CSS services to donors.
- > Participation in several Days of Encouragement, Diaconal Conferences, Classis meetings and Christian School Development Conferences across Canada.
- > The First Annual Planned Giving Conference was enthusiastically received by partners and representatives from schools and other charities in October 2006 in Ancaster, Ontario. The Second Annual conference is to be held in Toronto, November 9th 2007.
- > Enhanced reporting and accountability to partners through Shalom database program.
- > Growth in partner group with 4 new partners and school foundations.
- > Almost \$1 million (\$948,197) for charities received from donors through gifts of Appreciated Securities, a manifold increase from 2006, following strong promotion of this gifting process.

> OUR PARTNERS in 2007

- Back to God Hour
- Beginnings Counseling & Adoption Services
- Bethesda Christian Association
- Bible League
- Calvin College
- Calvin Theological Seminary
- Canada Institute of Linguistics
- Canadian Christian Education Foundation Inc. (CCEF)
- Central Ontario Christian Education Foundation
- Christian Counseling, Ottawa
- Christian Horizons
- Christian Labour Association of Canada (CLAC)
- Christian Reformed Church in North America (CRCNA)
- Christian Reformed Home Missions (CRHM)
- Christian Reformed World Missions (CRWM)
- Christian Reformed World Relief Committee (CRWRC)
- Citizens for Public Justice (CPJ)
- Dordt College
- Ebenezer Home
- Elim Housing Society
- Foundation for Niagara Christian Schools
- Friendship Groups
- Grand River Advancement of Christian Education Foundation
- Harvest Foundation
- Holland Christian Homes
- Homestead Christian Care
- Institute for Christian Studies
- Lighthouse
- London District Christian Education Foundation
- Mission Services of London
- Northumberland Youth for Christ
- Ontario Alliance of Christian Schools
- Redeemer University College
- Rehoboth Christian Ministries
- Salem Christian Mental Health Association
- Shalom Manor
- Society for Christian Schools in British Columbia
- Sonshine Community Services
- The King's University College
- Tollendale Village
- Urban Aboriginal Ministries
- World Relief Canada
- Work Research Foundation
- Worldwide Christian Schools