

CHRISTIAN
Stewardship
SERVICES

ANNUAL REPORT
-2020-



- YEARS OF -
FAITHFUL STEWARDSHIP

Words you associate with 2020 likely include: unprecedented, lockdown, pivot and Zoom. We would also nominate: generous, compassionate and resilient to the list. It was a year of adjustments and apprehensiveness, but there was also great courage and faith. It is often said that adversity leads to life's richest times of growth, and opportunity.

2021 marks our 45th anniversary, and along with all the changes from the pandemic, it is a time of growth and opportunity for CSS as we implement a bold new Strategic Plan. The new plan audaciously sets out strategies to broaden our reach to new communities, and challenges staff to find new ways to "make giving easier" by improving our services to the generous.

As you celebrate 45 years of God's abundant blessing with us we encourage you to tell your friends and family how they can also take advantage of CSS's services in stewarding the resources with which they have been entrusted.

Judy Eising | Board Chair

Maynard Wiersma | Executive Director

Lamentations 3:22-23

The steadfast love of the Lord never ceases; his mercies never come to an end; they are new every morning; great is your faithfulness.

Board Chair | Judy Eising, Development Officer with Indwell

Vice Chair | James Vanderlaan, Co-Director of Advancement and Mission Support with Resonate Global Mission

Treasurer | Jack Van den Pol, Member at Large

Secretary | Cathy Kits, Director of Development with Society of Christian Schools in BC

Members at Large | Wilf Wikkerink, Paul Le Forestier

Corrie Mulder | Director of Operations with International Needs Canada

Investment Committee | Paul Le Forestier (Chair), Andrea Dickinson (Secretary), Sandy Brunsting, Clare Streutker, Letitia Fluit, Jack Van den Pol

Finance and Audit Committee | Jack Van den Pol (Chair), Paul Le Forestier, Wilf Wikkerink

HR Committee | Cathy Kits (Chair), Corrie Mulder, James Vanderlaan

Nominating & Governance Committee | Judy Eising (Chair), Cathy Kits

The staff and Board would like to thank the following board members who retired in 2020 for their service.

Dan Van Keeken, Program Manager, CLAC Foundation

Elsje Zwart, Member at Large

David Pollock, Coordinator Finance and Administration, Citizens for Public Justice

Judith Drost Storey, Development Director, Redeemer University

Maynard Wiersma | Executive Director
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Jill Jones | Business Administrator
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Hilco de Haan | Stewardship Consultant (ON)
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Paul Stehelin | Stewardship Consultant (AB)
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Brian Dol | Stewardship Consultant (BC)
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Rob Vandebelt | Principal Broker/Investment Fund Manager,
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Cynthia Quinton-Torley | Mortgage Agent FSRA Lic# 13271
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Sophia Song | Financial Administrator
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Bebbie McFarlane | Financial Administrator
bebsiem@csservices.ca, ext. 212

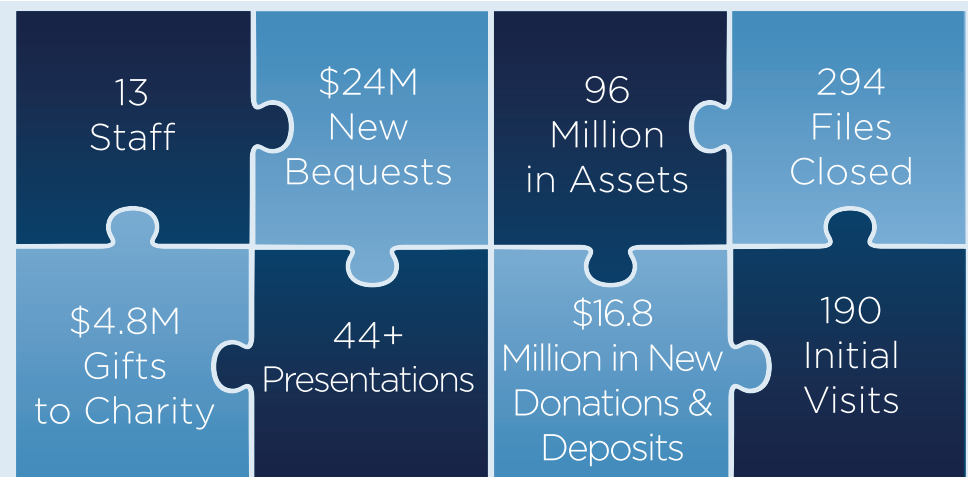
Linda Dzelme | Executive Assistant
lindad@csservices.ca | ext. 257

Nadine Gregory | Administrative Assistant
nadineg@csservices.ca | ext. 217

Teresa Weir | Administrative Assistant
teresaw@csservices.ca | ext. 213

Mark 9:23
Everything is possible for one who believes.

This year marks our 45th anniversary, and over these many years, CSS has matured into an organization that enjoys a well-deserved reputation for trusted service. This was most evident in 2020 as donors continued to entrust CSS with the donations to bless their favourite charities. We are therefore delighted to report that our results for 2020 are in line with previous years – despite the pandemic! As we look forward to a post COVID world, whatever that might mean, be assured that CSS will endeavour to continue ‘Making Giving Easier’ thereby supporting both donors and charities in our joint goal to increase Kingdom Impact.



Born into ambitious immigrant families and raised in the CRC church, both Ralph and Margaret Terpstra are no strangers to hard work and giving back to Kingdom causes. After immigrating to Canada, Ralph left school early to help support the family and often his Saturdays and evenings were filled working with his father doing landscaping and other home improvements to earn extra income.

Being an entrepreneur came naturally to Ralph and this peaked in 1980 when he opened his own steel fabricating business manufacturing farm machinery. His new business grew over the years and so did his charitable heart. In 2002 Ralph and his wife Margaret started Hope Haven Canada Ministries sending missionary teams to Guatemala. Giving back has always been important to the Terpstra family.

In 2020, Ralph and Margaret sold their business and wanted to use a significant amount of the capital to fund ministry work. While searching for a way to do this without the complexity of establishing a foundation, they were introduced to the CSS Donor Advised Fund (DAF). The DAF allows them to make donations to their favorite charities on their own timetable; while the funds which have not yet been allocated to ministry continue to earn interest within their account.



“I think the Donor Advised Fund is a great idea, the principle is awesome” they commented.

Ralph is extremely pleased with their decision and has already recommended Christian Stewardship Services to a friend. The Terpstas continue to operate Hope Haven Ministries where they distribute food and wheelchairs, and build homes in Guatemala.

Haven Ministries where they distribute food and wheelchairs, and build homes in Guatemala.

Steve and Stephanie’s relationship with CSS dates back to the late 80’s when they were introduced to the child charity concept for their estate plan, and received help with preparing their first Will. From these first steps, their support for Kingdom causes has continued to grow.

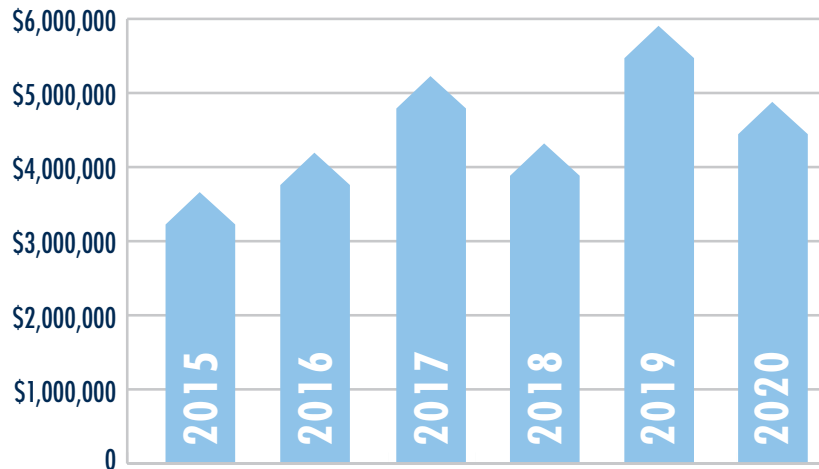
A recent review of their current plan with CSS Stewardship Consultant Marinus Koole led to a discussion about whether or not to retain some personal life insurance policies. Marinus suggested that if these policies were no longer needed for their original purpose, they could become very effective charitable giving tools. Marinus helped Steve and Stephanie to explore this possibility, explaining the concept to see if it would be a good fit with their overall plan. After some consideration, the policy was donated to CSS, resulting in a significant immediate donation receipt, plus the remaining premiums will now qualify for donation credits. In the process, Steve and Stephanie also took advantage of two other CSS tools: First, a Donor Advised Fund to manage the ongoing premium payments and ultimately receive the funds from the gift; and Second, using appreciated securities to provide the funding for the ongoing premiums, eliminating any capital gains in the process.

“We’ve really appreciated CSS services over the years, from helping us think through what should be in our will to assisting us to see how we can more effectively support organizations we care about that work for social justice.”

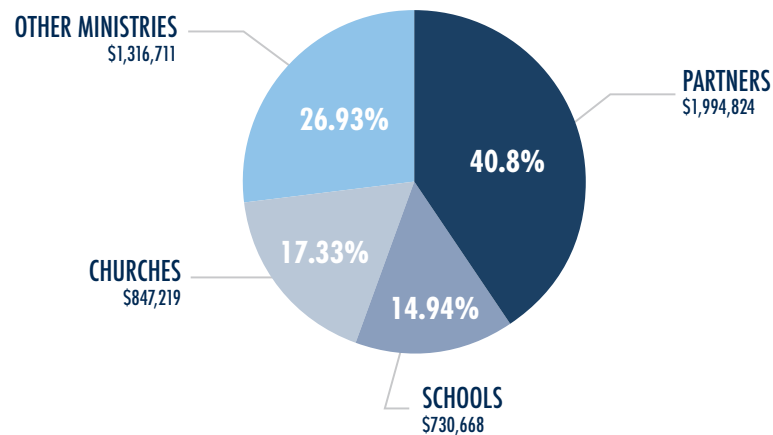


Steve Collins and Stephanie Baker Collins

Charity Gifts Charity Distribution



Gifts to Charities in 2020: \$ 4,889,424



at December 31, 2020

Balance Sheet

ASSETS

Current Assets	685,606
Capital Assets	52,792
Restricted Fund Assets	95,967,173
TOTAL	\$ 96,705,571

LIABILITIES

Accounts Payable	41,341
Restricted Fund Liabilities	95,385,582
General Fund	697,057
Restricted Annuity Reserve	581,591
TOTAL	\$ 96,705,571

Full audited statements are available upon request.

Statement of Operating Activities

at December 31, 2020

REVENUE

Partnership and School Dues	244,521
Admin, Management & Gift Disbursement Contributions	867,707
Other	61,701
	\$ 1,173,929
Operating Expense	1,098,082
SURPLUS FOR PERIOD	\$ 75,847

Statement of Restricted Fund Activities

at December 31, 2020

RECEIPTS AND INCOME

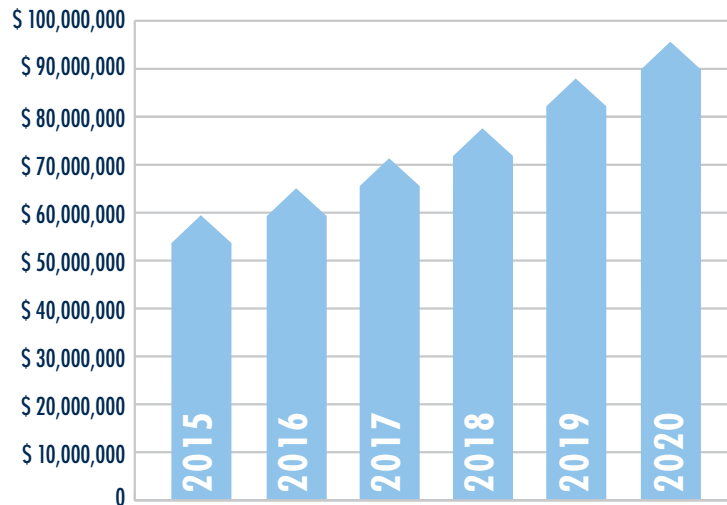
Receipts	15,659,202
Investment Income	20,991,608
	\$ 36,650,810

DISBURSEMENTS

Gifts Disbursed to Charities	4,889,424
Payments to Agreement Holders	6,238,272
Admin and Management Contributions	911,425
Other	421,462
	\$ 12,460,583
NET INCREASE TO FUND	\$ 8,531,025

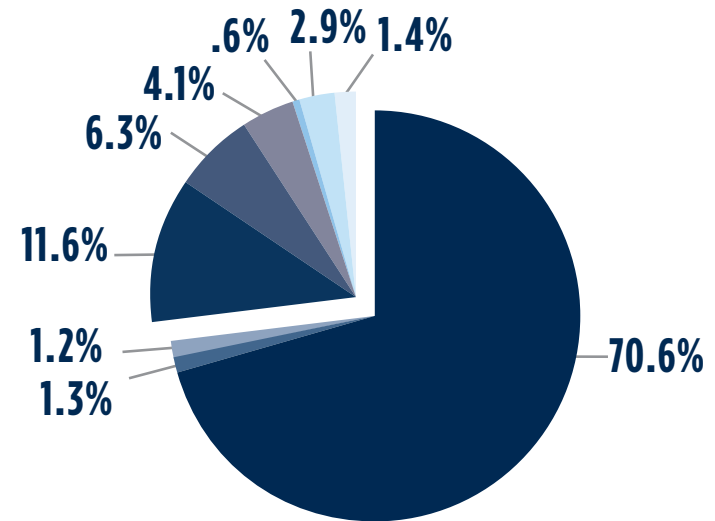
Restricted Fund Growth

Assets Under Management



Restricted Fund Portfolio

Assets Under Management in 2020



Rates of Return

2020	4.69%
2019	5.47%
2018	4.79%
2017	5.30%
2016 (Jul-Dec)	5.10%
2015-2016	4.43%

Mortgages and Loans	\$ 67,740,190
Cash and Assets	\$ 1,247,443
Life Insurance Policies	\$ 1,196,778

Investments held by fund manager

Cash and Equivalents	\$ 1,325,168
Short term GICs	\$ 2,816,225
Mutual Funds	\$ 527,857
Government and Corporate Bonds	\$ 3,898,481
Canadian Equities	\$ 6,058,199
U.S. and International Equities	\$ 11,156,832

Total: \$ 95,967,173

Our Partners at CSS

ATWELL CENTRE

BEGINNINGS FAMILY SERVICES

BETHESDA CHRISTIAN ASSOCIATION

CALVIN THEOLOGICAL SEMINARY

CANADA INSTITUTE OF LINGUISTICS

CHRISTIAN HORIZONS

CHRISTIAN REFORMED CHURCH IN
NORTH AMERICA

CHRISTIAN LABOUR ASSOCIATION
OF CANADA FOUNDATION

CHRISTIAN SCHOOL FOUNDATION

CITIZENS FOR PUBLIC JUSTICE

MINISTRY TO SEAFARERS

NEW LIFE PRISON MINISTRIES

ONTARIO CHRISTIAN GLEANERS

PARTNERS WORLDWIDE CANADA

PRAIRIE CENTRE FOR
CHRISTIAN EDUCATION

REDEEMER UNIVERSITY

REFRAME MINISTRIES

REHOBOTH CHRISTIAN MINISTRIES

RESONATE GLOBAL MISSION

ROSE CITY KIDS

DORDT COLLEGE

DURHAM CHRISTIAN HOMES

EDUDEO MINISTRIES

FRIENDSHIP MINISTRIES CANADA

HARVEST ENDOWMENT
FOUNDATION

HOLLAND CHRISTIAN HOMES

INDWELL

INTERNATIONAL NEEDS CANADA

LIFE RECOVERY

LIGONIER MINISTRIES CANADA

MID-AMERICA REFORMED
SEMINARY FOUNDATION

SHALEM MENTAL HEALTH
FOUNDATION

SHALOM MANOR

SOCIETY OF CHRISTIAN SCHOOLS
IN BRITISH COLUMBIA

THE KING'S UNIVERSITY

THE LIGHTHOUSE COMMUNITY
CENTRE

TOLLEDALE VILLAGE

TRILLIUM VILLAGE

WORLD RENEW

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45 YEARS OF
FAITHFUL
STEWARDSHIP