

VOICES FOR UNITED CHURCH FOUNDATION

Investing helped this urban church buy a van!
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Investment earnings up 365% over three years!

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Investment earnings help fund new church starts!

Find out how, page 6

Investing supplements fundraising efforts!

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Investments make scholarship aid possible

Story page 3



A small church in rural Pennsylvania. A 125-year-old university in Mississippi. A center staffed by volunteers in Arizona. What could they possibly have in common?

These UCC churches and affiliated organizations all invest their endowment funds with United Church Foundation. And all are reaping the benefits of this wise investment decision.

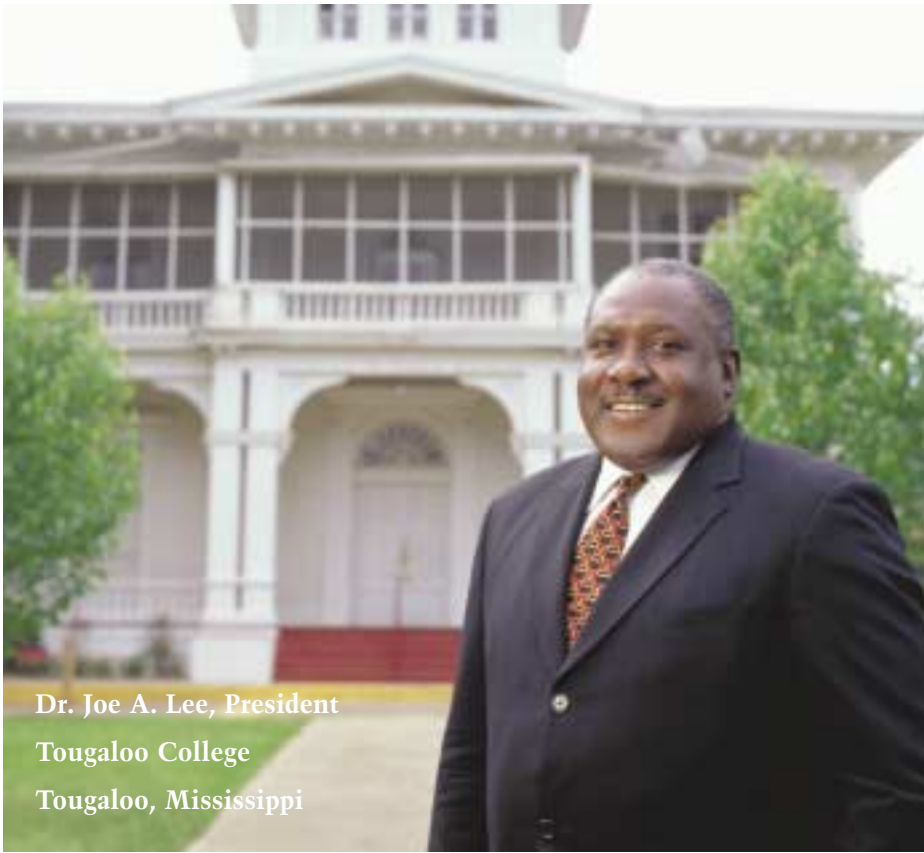
The United Church Foundation offers UCC entities superior asset management services. Among the many reasons for investing through UCF:

- An outstanding long-term performance record compared to market indices;
- Socially responsible investment principles underlying all investment decisions; and
- Extremely low management costs, leaving more money for ministry.

United Church Foundation has been serving UCC churches and affiliated organizations since the 1930s. As you will read in the following pages, the investment management expertise of the United Church Foundation brings tangible results to real people. Results that allow a church in Cleveland, Ohio to thrive and a conference on the west coast to grow. Results that need not be limited to these stories, but could include your story as well!


**UNITED CHURCH
FOUNDATION**

Empowering ministry through proven asset management



Dr. Joe A. Lee, President
Tougaloo College
Tougaloo, Mississippi



In 1869, the American Missionary Association of New York purchased a plantation of five hundred acres of land near Jackson, Mississippi, and established on it a school for the training of young people. Tougaloo College was chartered on the principle that it "be accessible to all irrespective of their religious tenets, and conducted on the most liberal principles for the benefit of our citizens in general."

United Church Foundation recently had the pleasure of speaking with Tougaloo College's President of six years, Dr. Joe A. Lee.

UCF: What is Tougaloo College's relationship to United Church Foundation?

Dr. Lee: "Tougaloo College has been related to the United Church of Christ since its founding in 1869. It is one of six AMA (American Missionary Association) schools.

"The College has benefited tremendously over the years through its relationship with United Church Foundation; for example, income from funds invested with UCF is used for scholarship aid and to help support operating expenses for the college."

UCF: How comfortable are you in relying so heavily on your investments with UCF?

Dr. Lee: "I am very comfortable because the fund managers have proven themselves to be very good stewards; they are very judicious in their investments.

"United Church Foundation has a proven track record that indicates that [the managers] have been very responsible, even during lean times. If an individual looks at the performance of the portfolio, they will see [the results] for themselves."

UCF: How timely is the Foundation in responding to your requests for money?

Dr. Lee: "We have never experienced a delay with our requests. The money always comes through exactly when we are told it will. We receive a quarterly appropriation and also write and request specific funds. The response is always timely." ■

Located near Jackson, Mississippi, Tougaloo College is one of six AMA schools. The college relies heavily on income earned from investments through United Church Foundation.



Income earned through investments in the UCF Common Investment Funds are used for scholarships and operating expenses.





The Rev. Dr. Laurinda M. Hafner, Pastor
 Pilgrim Congregational United Church of Christ
 Cleveland, Ohio

Pilgrim Church (Cleveland, Ohio) has a long history with United Church Foundation and has benefited from this relationship in profound and meaningful ways.



Income from UCF investments made it possible to renovate the church in the 1980s; income was used to buy a much-needed church vehicle.



Rev. Hafner: "I am committed to and excited by the Foundation. Pilgrim Church ...was one of the first churches to participate in UCF, which was then known [by Pilgrim Church] as the Congregational Trust. The church's money was placed in the trust with the hope that the money would be safe and secure and guided by capable people. The endowments invested with UCF helped keep the church going. In fact, if it weren't for UCF, Pilgrim Church might not be alive today."

UCF: *In what tangible way has your congregation benefited from United Church Foundation?*

Rev. Hafner: "Income from investments made through UCF were recently used to buy the church a van. It is used to bring elderly folks to worship on Sundays who otherwise have no transportation, and it's used frequently for our youth ministry programs. As an inner city church, many of the children do not have any parental support and they find it difficult to attend our services or participate in our youth ministries. Also, the van has been instrumental in allowing us to reach out to the community as a unit."

UCF: *Do you think clergy and church members have misconceptions about the Foundation and its role?*

Rev. Hafner: "People worry about putting funds where they can't see and touch them. They are hesitant to invest money and they feel responsible for it. I would like to assure them that the endowment has integrity and that investments are made with care and principle. Investments are made with the knowledge that they will continue to grow over the years."

UCF: *What is your hope for the future of the Foundation?*

Rev. Hafner: "I hope that more congregations encourage wills and bequests towards the church. Those gifts will be put in place for future generations. Because of the foresight of those who have gone before us, their sense of the future and their commitment to the ministry of Pilgrim Church, we have been able to continue and to thrive. That's the greatest gift one can give!" ■



Ms. Elizabeth Brunstein, Executive Director
The Beatitudes Center for Developing Older Adult Resources
Phoenix, Arizona



Recently, United Church Foundation spoke with Beatitudes Center D.O.A.R.'s Executive Director, Elizabeth Brunstein.

UCF: What is the most challenging aspect of being the Executive Director of the Beatitudes Center?

Ms. Brunstein: "The most challenging aspect is the fund raising. It takes a lot of volunteers and staff people to coordinate these programs. We need to explore diverse sources of funding."

UCF: And what role has UCF played in your need for funding?

Ms. Brunstein: "Our endowment invested through United Church Foundation has really grown and that has been a tremendous asset. We receive gift annuities that are then invested through UCF and help provide income that we rely upon to keep pace with increased expenses over the years. Our investment with UCF is very important to our operation."

UCF: How long have you been investing through UCF?

Ms. Brunstein: "The President of DOAR's board of directors, the Rev. Dr. Stephen Sterner, recommended we switch our money from a local fund to UCF. In October of 1998 we had \$286,000 and in December of 2000 that number had grown to over \$1 million. Of course, this growth included several gifts and endowments."

UCF: How tempting is it to use those gifts instead of investing them?

Ms. Brunstein: "It would be easy and tempting to use gifts for immediate needs — but it's more important to make us viable for the future. None of our other sources for funding are secure. If we can continue to grow our endowment, we are less susceptible to whether or not others can give. UCF gave us the incentive to put together a plan; our dream is to develop an endowment fund that would take care of 50 percent of our operating expenses." ■

The Beatitudes Center D.O.A.R. provides more than 40,000 hours of service annually to the community through its many programs.

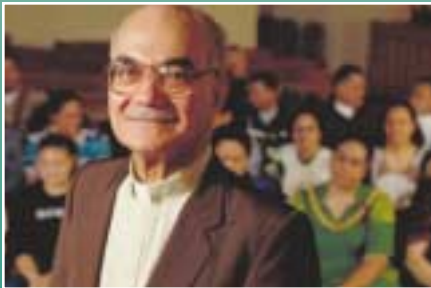


Income received from UCF investments are used to support the many programs offered through the Center.

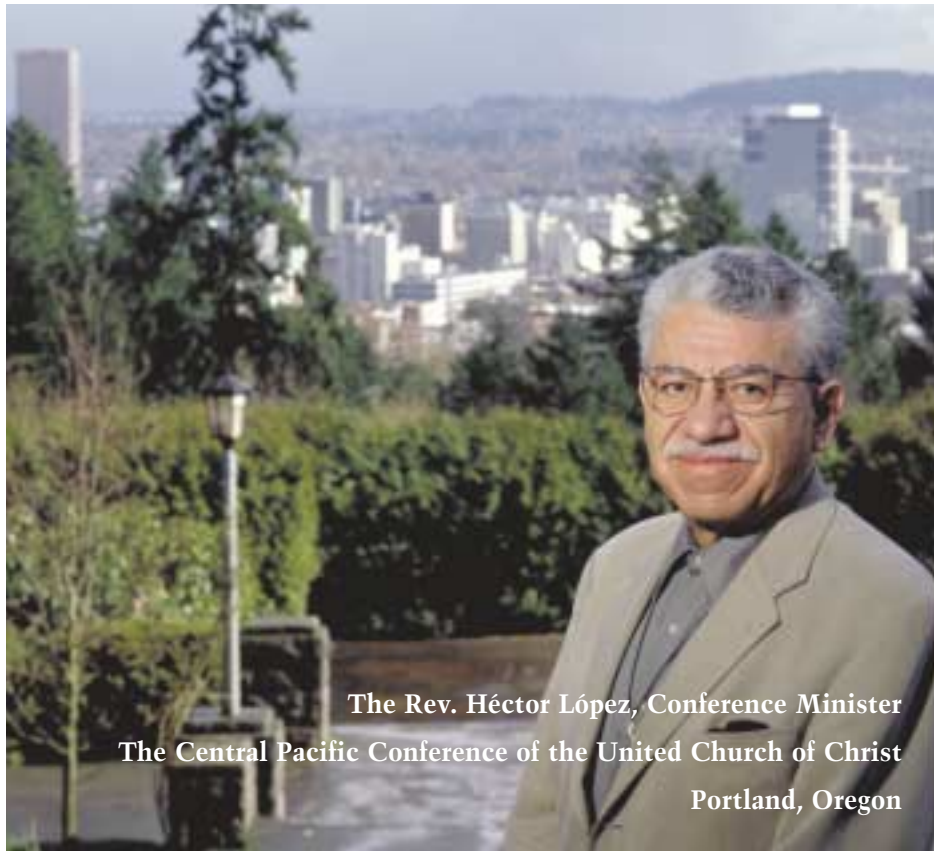




Earnings from investments through UCF have been integral in providing funding for new church starts, as well as supporting existing churches within the Central Pacific Conference.



Earnings generated through UCF are used to fund this growing multiracial, multicultural conference.



The Rev. Héctor López, Conference Minister
The Central Pacific Conference of the United Church of Christ
Portland, Oregon

UCF: What is the relationship between the Central Pacific Conference and United Church Foundation?

Rev. López: "The initial relationship to our investment process dates back to the 1960s and 1970s. We were critical of policies related to South Africa and wanted to divest our funds and develop a criteria that is justice-oriented. They [the Foundation managers] use a good mix of funds and there is a comfort level and trust that they will invest in appropriate places. Also, they are a people committed to the UCC — I really honor that."

UCF: How do your investments with UCF support your growing Conference?

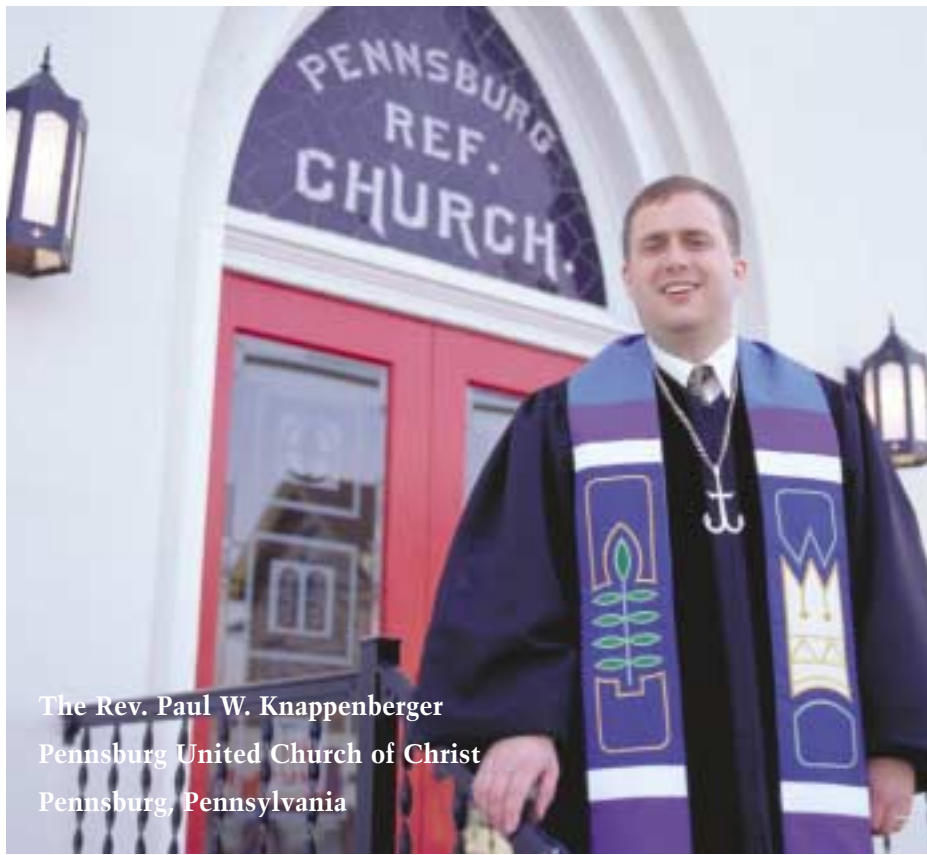
Rev. López: "Our conference is growing at an incredible rate and we invest heavily so that we can support all of these churches. The majority of our resources are allowed to grow and we mostly rely on the earnings. We need to be prepared for the future of our new members as they join the church."

UCF: How comfortable do you feel entrusting the Foundation with the money that has been entrusted to you?

Rev. López: "Very. Over the years I have been impressed with the Foundation. They have responded to our demands and taught us about fiduciary responsibility. They are extremely responsive in providing information whenever we ask, and we know exactly where our money is being invested. It's a relief not to have to micro-manage our investments."

"Also, I am amazed at the faithfulness of the management and how astute they have been with the stewardship. There has been phenomenal growth over recent years and yet there has been a sense of security with that growth. They have done a great job of balancing the funds."

"We believe in what the foundation stands for. They are on top of the market. They'll communicate to us willingly and get us what we need. Not only are they covenantal, but they are excellent managers — also they compete favorably in the marketplace." ■



The Rev. Paul W. Knappenberger
Pennsburg United Church of Christ
Pennsburg, Pennsylvania



Investing through United Church Foundation ensures that this church will be serving its small, rural Pennsylvania Dutch community well into the future.

Rev. Knappenberger: "Before I became pastor, our church had \$150,000 in endowments with a history of very little growth. Just over three years later, with most of our money invested through United Church Foundation, we now have \$550,000. This was accomplished by making smarter choices, and by investing more aggressively.

We use about 50 percent of the dividends from UCF to help with general church programs, and the rest is re-invested.

"Our main focus is on the future. Many churches today are seeing a decline in giving patterns. I want to ensure that our church will have a solid financial foundation on which to build or draw upon. We are a relatively small church, and perhaps someday will need to expand. Who knows what this church is going to be called to do in the future. Churches need a good endowment."

UCF: What kind of relationship will your church have with UCF during the next 10 years?

Rev. Knappenberger: "Pennsburg UCC has a long and happy relationship with UCF. There has been a tremendous increase and interest in investing more. People are excited about and pleased with the results we have seen (i.e., the increase in our funds), and I can only see that relationship getting stronger. I am a very firm supporter of the UCF, their rate of return is unsurpassed and the fund has wonderful, talented and gifted managers." ■

"But it's not only the rate of return that is important to me. I believe in socially responsible investing, using financial resources to make a statement. Investing with the United Church Foundation ensures that our money is being used to support businesses that have a social conscience. The ability to trust UCF's fund managers means that I don't have to micromanage our accounts."

UCF: How does investing with UCF affect your ministry?

Rev. Knappenberger: "The church received a nice gift through a will. We decided to invest it with UCF because we are pleased with the management and growth of their funds. Currently, we do not have the need to rely heavily on the dividends from our investments.



Pennsburg UCC has a rich history, and an eye on the future.



United Church Foundation provides a vehicle for churches to invest their money wisely and safely. Through careful investing and strategic planning, churches can turn wills and bequests into a solid financial foundation that will underwrite their ministry program far into the future.

Throughout the country, church ministries are reaping the benefits from harvests sown long ago. Through United Church Foundation, they are turning earnings into tangible assets such as vans or bricks and mortar; and creating programs that offer healing and help to those in need.

Call United Church Foundation today and empower the ministry of your church or organization through proven asset management.

To contact United Church Foundation, call toll free (877) 806-4989 or visit www.ucfoundation.org.

This is not an offer to sell or an attempt to buy these funds.

EMPOWERING YOUR MINISTRY THROUGH PROVEN ASSET MANAGEMENT



475 Riverside Drive, Suite 1020
New York, NY 10115
(212) 870-2582
Toll free (877) 806-4989
www.ucfoundation.org