



THE ELCA FOUNDATION/Lutheran Planned Giving

It is important to begin this report by thanking our synod bishops, congregations and partners for their incredible leadership during a year of upheaval and challenges. When everything seemed to go wrong, your ability to direct the work of the church was one of the things that was right in 2020. Through it all, this church supported the work of ministering to the world with the love of Jesus Christ.

As of Dec. 31, 2020, the Foundation has crossed a major milestone — \$1 billion in assets managed in gifts and endowments for the ministry of the greater church. This achievement reflects being the church together in ways that equip congregations, organizations and individuals to live out their vocation. This landmark accomplishment was achieved through the work of the ELCA Foundation staff regularly engaging with donors, congregations and organizations along with your trust in the ELCA Foundation to manage gifts and assets for ministry. Throughout the year, despite limited travel and in-person meetings, gift planners engaged with nearly 900 congregations, synods and ELCA-related organizations. They spent time with over 1,500 individuals working on gift plans, logged over 5,500 interactions and continued to maintain partnership relationships with over 150 ELCA-related entities, including 54 synods.

Fund A distributed over \$30 million to ministry in 2020 while also growing the underlying investment to ensure that distribution is there for years to come. Fund A has neither missed nor reduced a distribution amount once it was established – including the volatile year of 2020. We know these distributions are vital to ministry and often used to support service in local communities.

- As of Dec. 31, 2020, the value of participant accounts invested in Fund A was \$904.2 million, compared to \$817.6 million on Dec. 31, 2019. There are 1,155 investing participants in Fund A, including 938 congregations and 54 synods.
- Throughout the year, 53 new endowment accounts were opened, totaling \$7.1 million, and 14 accounts were closed, totaling \$3.0 million. Investments made to new and existing Fund A accounts totaled \$31.1 million; withdrawals totaled \$18.6 million.

In addition, gift levels remained high throughout 2020: Due to the generosity of our members and donors distributions to ministry totaled \$59 million for the year.

- The gift-planning network, including affiliates, posted solid results throughout 2020, with \$118.2 million in total gifts and endowment assets. Of that, \$78.5 million was written in future planned gifts, \$20.3 million in current gifts (including funded trusts, gift annuities and individual endowments) and \$19.4 million in new assets invested in Fund A.
- New gift plans written during the year totaled 249. In addition, gift planners stewarded over \$60.2 million in previously written plans, in some cases increasing the estimated gift to ministry.

The Foundation exists as a separately incorporated ministry, with a network of 23 regional gift planners, working in 21 partnerships, across the United States. Critical to their work and ministry funding outcomes are the Gift Administration and Financial Services (accounting and investment administration) teams. These teams are the bench strength of the deployed gift planners, providing continuous assistance to donors, beneficiaries and Fund A investors — all this despite limited access to the building due to the pandemic.

The Foundation staff continues to work with donors and beneficiaries to create individual gift plans, administer life income and endowment gifts, distribute terminated gifts and facilitate the sale of marketable assets such as land, homes, commodities and other assets.

- Regional gift planners remain available to:
 - Guide individuals in discerning how to be faithful stewards of their estates and invite them to support ministries, congregations and synods through charitable estate gifts.
 - Assist synods, congregations and related entities in investing endowment funds and other assets in the Endowment Fund Pooled Trust — Fund A, which is structured to provide distributions to support ministry today and into the future, utilizing investments that adhere to the ELCA’s social purpose guidelines.
 - Advise church leaders in the development of gift acceptance policies for congregations, which often include gifts to synods.

Thank you for your continued work with the ELCA Foundation.

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ELCA Foundation Regional Partners

LaCrosse Area Synod/Campus Ministry	Northern Great Lakes Synod/Fortune Lake Camp	Greater Milwaukee Synod/Outreach for Hope	South-Central Synod	Northwest Synod
East Central Synod	Lutheran Social Services of WI and UP	Lutherdale Bible Camp	Crossways Camping Ministries	Sugar Creek Bible Camp
Bethel Home and Services	ELCA Churchwide Organization	Lutheran Immigration and Refugee Servs	ELCA Seminaries	