



Our Purpose Is Your Mission!



**2021
Annual
Report**

Our 2021-2022 Board of Trustees



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South Georgia Area



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Macon



Bishop Sue Hupert-Johnson,
Resident Bishop
North Georgia Area



Keith M. Cox,
Treasurer and Director of
Administrative Services
The North Georgia Conference,
Atlanta

Letter From Our Leadership

Dear Friends in Christ,

We are inspired by the realization that our work is anchored by our purpose and mission, which is not replicated by any other financial institution available to Methodists in Georgia. The purpose of the Georgia United Methodist Foundation is to partner with congregations, organizations, and individuals in direct support of the ministries and mission of the church. In this way, we are a ministry partner as we seek to live out our mission to provide faith-based financial solutions for investing, lending, training, and planned giving.

This year's Annual Report shares how we live out our purpose in partnership with people called Methodists across the State of Georgia. Our question will always be how can we best help you, your church, or organization to achieve your mission? Please reach out, and we can talk about how the Foundation can help you live out the call of God in your life, and in the life of the community where you live and serve.



Kathryn H. Dennis
Board Chair



Mathew A. Pinson
President and CEO

GUMF Team



Mathew A. Pinson,
President and CEO



Dr. Laudis H. "Rick" Lanford,
Regional Vice President



Russell H. Jones,
Senior Vice President/CFO/
Treasurer



James (Jim) F. Pope,
Senior Advisor to the President
and Director of Lending



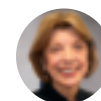
Carol Johnston,
Associate Vice President and
Controller



Lori Tucker,
Loan Administrator



Misty Kush,
Accounting Assistant



Louise Hintze,
Administrative Assistant
to the President



Diana Durie,
Communications Manager

Assets Under Management

- \$259 million as of December 31, 2021
- 5th largest UM foundation in the U.S.

Investment Accounts in 2021

- 581 accounts under \$1 million
- 33 accounts over \$1 million

Providing Investment Solutions in Partnership with Wespath Institutional Investments that Align with Christian Principles

Administering Certificate Program that Provides Loans to UM-Affiliated Entities

\$40 million in outstanding certificates to institutions and individuals as of December 31, 2021

Loans to UM-Affiliated Entities

- \$31.8 million in outstanding net loans as of December 31, 2021
- 45 loans from \$25,000 to \$499,999
- 20 loans \$500,000 and above

Funds Distributed to Support Churches and Ministries in 2021

\$1,032,991

Supporting Family Philanthropy in 2021

\$29.5 million in planned gifts managed by the Georgia United Methodist Foundation including donor-advised funds, endowments, charitable gift annuities, and trusts

Funding Scholarships for Georgia UM Higher Education Students

- Awarded \$64,000 in scholarships for the 2021-2022 school year
- Awarded 854 scholarships for a total value of \$727,700 since 2011

Supporting Educational and Development Activities

Includes webinars and training for endowments, legacy ministries, wills clinics, cemetery associations, and clergy financial literacy

Why Choose the Foundation and Wespath Institutional Investments?

Investing with Wespath Institutional Investments through the Georgia United Methodist Foundation allows your organization to focus on its own good work, while reaching its financial objectives. Wespath's priority is a strong financial future for clients and partners. Wespath believes sustainable investment activities strengthen the potential to consistently provide strong, long-term financial returns that achieve stated investment objectives.



Not-for-Profit

WII is a subsidiary of Wespath Benefits and Investments (Wespath), an agency of The United Methodist Church. 100% of its clients are not-for-profit, faith-based investors.



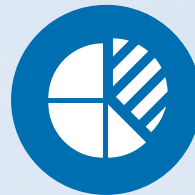
Longevity

Wespath brings more than 100 years of investment experience-tracing its roots back to 1908. A 21-strong team of investment industry veterans brings the strength of experience.



Scale

Wespath manages the largest reporting faith-based pension fund in the world. Together with its subsidiaries, including WII, Wespath manages over \$29 billion¹ in assets.



Diversification

WII offers a series of funds designed to build well-diversified, global portfolios and provide access to world-class investment managers.



Alignment of Interests

WII is inherently free of many conflicts observed with other financial institutions.

Partnership

Our goal now and in the future is to support your mission and the continued mission of the UMC.

Impact

When you partner with us, you can join in being a global leader in sustainability. Integrating environmental, social, and governance issues into our investments is integral to our process.

Performance

Our priority is your financial future. Our disciplined investment approach seeks to deliver long-term, competitive performance.

Institutional Investment Fund Options



U.S. Equity Fund: Seeks to earn long-term capital appreciation from a broadly diversified portfolio of primarily equities of companies domiciled in the U.S.



International Equity Fund: Seeks to earn long-term capital appreciation from a broadly diversified portfolio of primarily equities of non-U.S. domiciled companies.



Multiple Asset Fund: Seeks to maximize long-term investment returns, including income and capital appreciation, while reducing short-term risk by investing in a broad mix of investments.



Fixed Income Fund: Seeks to earn current income by investing in a broadly diversified portfolio of fixed-income instruments.



Inflation Protection Fund: Seeks to provide investors with current income and protect principal from loss of purchasing power due to inflation.

¹ As of December 31, 2021.

Wespath claims compliance with the Global Investment Performance Standards (GIPS®). GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein. For more information on GIPS®-compliant performance information, please contact InvestmentInfo@wespath.org.

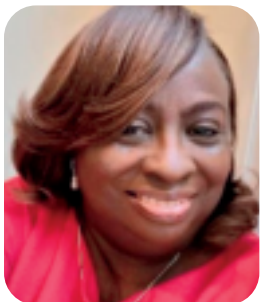
The Foundation Delivers Advanced Faith-Based Financial Solutions for Investing

In 2021, the Georgia United Methodist Foundation (GUMF) managed \$259 million in kingdom-focused investments and certificates entrusted to our care on behalf of Georgia-based United Methodist churches, agencies, districts, and conferences. Four investment partners share why they value the Foundation's advanced faith-based financial solutions for investing.



The Rev. Jasmine R. Smothers, Atlanta First UMC Lead Pastor, Atlanta

"The Foundation offers many different ways to partner together, and the opportunities we get to share as a connectional church are important to us. We don't invest with the Foundation just because we are good stewards for Atlanta First. We also invest for the good of the North Georgia Conference and the community as a whole. If any church out there is looking to attempt something so big that without God, it's bound to fail, the Foundation is a great resourcing partner in that ministry and can be helpful to churches in ways beyond having funds to invest."



BreNita Jackson, Breakthru House, Inc. Executive Director, Decatur

"Breakthru House's mission is to provide gender-specific comprehensive treatment to women and their children who present with the co-occurring disorders of substance use disorder, mental illness, poverty, homelessness, and trauma. We launched a \$1.8 million capital campaign to increase our capacity to change or save lives due to the growing opioid crisis. The partnership between Breakthru House and the Foundation is priceless and helps us as an organization stay financially healthy and impact the community through recovery."



Brook Scardina, The Roswell UMC (RUMC) Foundation Board Chairman, Roswell

"I believe the RUMC Foundation and GUMF share a strategic partnership with mutually aligned faith-based investment objectives. GUMF provides a high-quality service offering with access to institutional quality investment solutions. GUMF really serves as an extension of our staff in providing a suite of offerings coupled with financial solutions that enable the RUMC Foundation to advance the mission and body of work while employing a strategic partnership approach."



Dr. Derek W. McAleer, The South Georgia Conference Treasurer and Director of Administrative Services, Macon

"I'm grateful for the expertise and services GUMF provides to our conference. GUMF assists us by managing several endowments and funds we have for specific purposes. We like the security GUMF provides, the returns we get on our investments, and the way GUMF uses our invested funds for loans to churches for kingdom work. They provide a tremendous resource to local churches. I am constantly referring a church to GUMF for a loan or refinance proposal, to work on a cemetery association, to handle certificate investments, or some similar work."

Mission-Focused Loans with the Foundation

The Loan Program of the Georgia United Methodist Foundation delivers advanced faith-based financial solutions that elevate the mission of and ministry of your United Methodist church or agency. To watch a brief video, visit gumf.org/fm/media.

Why Choose the Foundation as Your Loan Partner?

Whether you wish to refinance debt, build, expand, or renovate facilities to sustain ministry, there are many advantages to partnering with the Georgia United Methodist Foundation (GUMF) on your loan. As a connectional ministry that specializes in loans to Methodist churches and agencies, we have your best interests at heart. We understand the challenges involved with financing and provide the leadership and expertise to help your ministry thrive into the future. Our ministry goals include simplifying the process, serving as your advisor from start to finish, and offering lower costs, advantageous terms, and competitive rates while navigating the requirements of The United Methodist Church.

Exceptional Client Service

Customer service is a core value that guides the work of GUMF each and every day. Jim Pope, GUMF senior advisor to the president and director of lending, offers 40+ years of banking expertise.

Advantages

- No intangible tax
- No balloon maturity
- No prepayment penalty
- No appraisal in most cases
- No GUMF points or fees, only legal closing costs

Competitive Terms & Rates¹

Construction Loan Terms
Generally Up to 1 Year.
Current Rate: 4.65% Fixed

Permanent Loan Terms Up
to 20 Years.
Current Rate: 4.00%²

¹ The minimum loan amount is \$25,000. All rates as of June 2022. Rates are subject to change without notice. For current rates, contact GUMF.

² Fixed rate for five years. Interest rate is adjusted at the end of each fifth year of the permanent loan.

What Types of Loans Does the Foundation Offer?



New Construction: GUMF can help Methodists build for ministry by providing financing for the construction of new church facilities and buildings.



Expansions: GUMF can provide loans to expand facilities and ministries such as a preschool to better serve the local community.



Land and Property Acquisitions: GUMF offers loans to purchase land, a parsonage, or an existing building, or to expand a church's ministry.



Remodeling and Renovations: GUMF can provide financing to renovate church-related buildings, replace the roof, pave and expand parking, and update HVAC, sound, lighting, and security.



Refinance: GUMF can refinance existing debt from other financial institution's loans.

Impacting Lives Through the Foundation's Loan Program

Thanks to investments in the Certificate Program, the Georgia United Methodist Foundation (GUMF) served 65 Methodist-affiliated entities and had a net loan portfolio valued at \$31.8 million in 2021. Jim Pope, senior advisor to the president and director of lending, and Lori Tucker, loan administrator, help pastors, board chairs, and financial committee leaders achieve their property and facility financing goals. Four lending partners share how the Foundation's Loan Program impacts lives.



The Rev. Dr. Rodrigo Cruz, The North Georgia Conference Central East District Superintendent and The Nett Church Lead Pastor, Lawrenceville

"The Foundation helps churches think outside of the box. In my experience, the brainstorming of ideas and the sharing of the product, it's not what benefits the Foundation the most but what enables the local church to do what local churches are called to do, which is transforming the world. The Foundation puts our mission as the priority, which is different from other financial institutions where profit is a priority."



The Rev. Leon Matthews, Warren Memorial UMC Senior Pastor, Atlanta

"The professionalism of Jim Pope (GUMF senior advisor to the president and director of lending) and his thoroughness in walking us through the process was invaluable. This is not my first building project, but it's the first time I felt my desires as a minister and what I want for the church where everything has been God-centered. I would encourage any congregation, faith-based organization, or 501(c)3 looking to advance God's kingdom while reaching your financial and construction goals to make the Foundation your first call. It will be your last call."



The Rev. Jun Namkoong, Atlanta Bethany UMC Senior Pastor, Buford

"We took out a construction loan with the Foundation to renovate the gym into a multipurpose space for worship and sports. This is our second loan with the Foundation. I believe this renovation is God's plan for us, and the Foundation, the Rev. Dr. Rodrigo Cruz, our district superintendent, the North Georgia Conference, and our church members helped. I am so thankful for the Foundation, which has supported us in many ways. They are a project partner, along with a prayer partner. The Foundation plays a crucial role for the local churches."



The Rev. Tommy Odum, Centerville UMC Lead Pastor, Centerville

"Working with the Methodist Foundation was a no-brainer. We received a lower interest rate and lower mortgage payment, saving us over **\$2,000 per month**. In addition, unlike our former lender, GUMF does not have balloon maturities, which would require the church to pay additional fees to refinance the loan. Conservatively speaking, we're saving about **\$150,000 over five years**. The Foundation worked hard for us and set us up for the success of our church financially in the future. Our church is in the best financial position we have been in for the past 10 years."

Ways to Give with the Foundation

The Georgia United Methodist Foundation (GUMF) can help you make a gift to support your United Methodist church or a charity close to your heart. Talk with your financial advisor or an estate planning attorney to decide what you want to give and how you want to give it. Then contact Mathew A. Pinson, GUMF president and CEO, at 770-449-6726 or Dr. Rick Lanford, GUMF regional vice president, at 478-256-7130 to complete the gift. Here are some gift ideas to get you started.

GIVING OPTIONS	HOW TO GIVE	BENEFITS TO DONORS
1. Cash	Write a check.	May receive an itemized deduction.*
2. Appreciated Stock Held More Than One Year	Transfer stock to your church, charity, or GUMF's brokerage account.	May receive an itemized deduction for full market value.* Avoids capital gains tax.
3. Qualified Charitable Distribution From Your IRA	Transfer distribution directly to your church, charity, or GUMF.	Avoids income tax on distribution.
4. Real Estate	Transfer title to your church, charity, or GUMF.	Full market value of gift may receive itemized tax deduction.*
5. Donor-Advised Fund	Set up a fund with GUMF. Give cash/investments, etc. to the fund.	Immediate tax deduction for fair market value. Distributions can be requested later.*
6. Life Insurance	Change beneficiary designation to include your church or charity for all or part of the proceeds.	May be able to deduct present value of gift.*
7. Retirement Plan Assets	Designate your church or charity as beneficiary for all or part of the proceeds.	May be able to deduct present value of gift.*
8. Will or Estate Plan	Leave gifts to your church or charity in your will or estate plan.	May avoid estate taxes.
9. Charitable Gift Annuity	Donor purchases an annuity contract, which obligates GUMF to make payments for a specific period. Any remainder is given to GUMF or a designated charity.	May be tax deductible. Consult an advisor.
10. Charitable Remainder Unitrust	Donor creates a trust where a percentage of the value of the trust is distributed annually based upon the market value of the fund. Remainder is given to charity.	May be tax deductible. Consult an advisor.
11. Charitable Remainder Annuity Trust	Donor sets up an annuity trust, which provides regular payments to donor/designee for a specific time. Remainder is given to charity.	May be tax deductible. Consult an advisor.

* The tax deductibility of gifts depends on whether the donor can itemize on their tax return. Please check with your professional advisor.

The purpose of this guide is to provide general gift, estate, and financial planning information. State laws govern wills, trusts, and charitable gifts made in contractual agreement. Advice from legal counsel should be sought while considering these types of gifts. Watch for tax revisions. Some types of gifts may not be available in Georgia. Please check with your professional advisor.

Leaving a Legacy Through the Foundation

From Legacy Ministry Training and Wills Clinics to a special website (gumfplannedgiving.org) and weekly e-newsletters, the Georgia United Methodist Foundation (GUMF) offers a wealth of planned giving resources to elevate and advance the mission of the church. Read on to discover how the Foundation helps congregations, organizations, and individuals leave a lasting legacy.



Bill Coffeen, Due West UMC Legacy Ministry Committee Chair, Marietta

“Due West UMC enrolled in GUMF’s Legacy Ministry Training Program to increase the likelihood of success in building an endowment of lasting value. Using the videos and related support materials helped us as a committee to stay on track. While the concept of an endowment is quite simple, creating the framework to sustain it is far more complex and requires thorough due diligence. The Foundation’s tools and readily available phone consultations greatly benefited our church as it would any other Methodist community of believers.”



The Rev. Dr. Deborah S. Holloway, Headland Heights UMC Pastor, East Point

“Headland Heights UMC hosted an Estate Workshop with Mathew Pinson, GUMF president and CEO, Attorney Angelia M. McMillan, and Racine Rikard, Primerica Financial Services regional vice president. Our goals were to educate the congregation on wills and trusts, beneficiary designations, power of attorney, directives for medical care, leaving a legacy to the church, and ways to give. The Foundation helped Headland view themselves individually as church members and how collectively they could help the church financially through legacy gifts.”



Neal Moore, Planned Giving Donor, St. Marys

“My late wife, Linda, loved the boys at The Methodist Home and loved helping people and animals. I established a charitable gift annuity with the Georgia United Methodist Foundation in her memory because she deserves to be remembered. I know this is what Jesus wanted me to do because He says to love your neighbor as yourself. After I’m gone, the remaining funds will support the causes she cared deeply about: The Methodist Home, the Camden Community Crisis Center, and the Humane Society of Camden County.”



Alison Evans, The Methodist Home President/CEO, Macon

“For many years, Neal Moore and his wife, Linda, have supported our Home for boys in St. Marys and other charitable causes. After Linda passed away, Neal wanted to ensure their annual giving to these entities remained strong long after his death. While GUMF can assist churches and organizations like The Methodist Home in many ways, one of their major strengths is working with individual donors to help them reach their charitable giving goals. I introduced Neal to Dr. Rick Lanford (GUMF regional vice president), who I knew could help make this happen. GUMF proved to be the right partner.”

The Foundation Helps Methodists Establish Endowed Scholarships

When a donor establishes an endowment fund with the Georgia United Methodist Foundation (GUMF), they can rest assured their gift given to support an organization's mission or a cause they strongly believe in will endure, even beyond their lifetimes. These donors share the reasons behind their gift and the lasting impact they hope it will make on current and future generations.



The Rev. Karen Elaine Webster Parks and Kenneth D. Parks, Scholarship Endowment Donors, Atlanta

"We have been blessed in abundance with families who always gave back to God and community. We grew up with the Scripture, "to whom much is given, much is expected." We are strong believers in giving back and would love to see more people of color have the opportunity to be philanthropists. When we created the scholarship endowment fund with the Foundation, it was a double win. We could say specifically it is for a student at Clark Atlanta University, which has an African American heritage and is a Methodist university. A lot of people get out of school with huge debt. We want to soften that blow and create philanthropists who understand the need to give back, especially to communities that don't normally have that opportunity."



Bill and Linda Daniel, Scholarship Endowment Donors, Savannah

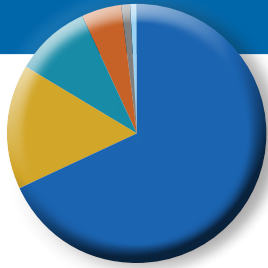
"We established the Rev. James and Mavis Trice Scholarship Endowment with the Georgia United Methodist Foundation to honor his memory and their ministry together. For about eight years, Jim and Mavis were our pastoral family at Isle of Hope UMC. The scholarship is available to Georgia students in local Methodist churches who want to attend Methodist colleges and universities, giving a preference to students attending LaGrange College. LaGrange is where Jim and Mavis met and began their lives together. We think it is important to recognize young people's gifts, graces, and talents at the local church level. The Foundation's investments are well managed and consistent with our Methodist values and philosophies. By placing the funds in the Foundation, we are assured the impact will last forever."



The Rev. Dr. D. B. (Dee) Shelnett Jr. and Kandy Jackson Shelnett, Campership Endowment Donors, Gainesville

"It was important to us to establish an endowment with the Georgia United Methodist Foundation that will fund camperships in perpetuity for young people through North Georgia Camp and Retreat Ministries. Because Camp Glisson is very dear to our hearts, we wanted to help ensure that those who wanted to attend but could not do so because of lack of funds could still be eligible, so they did not miss out on life-changing experiences. We are United Methodists and always want to use the UMC organizations for our missions. We know the history of GUMF and trust it completely. Many of GUMF's leaders are dear friends and people of utmost integrity and highest morals. We have witnessed firsthand the numerous ways GUMF has helped churches expand their ministries."

2021 Financials

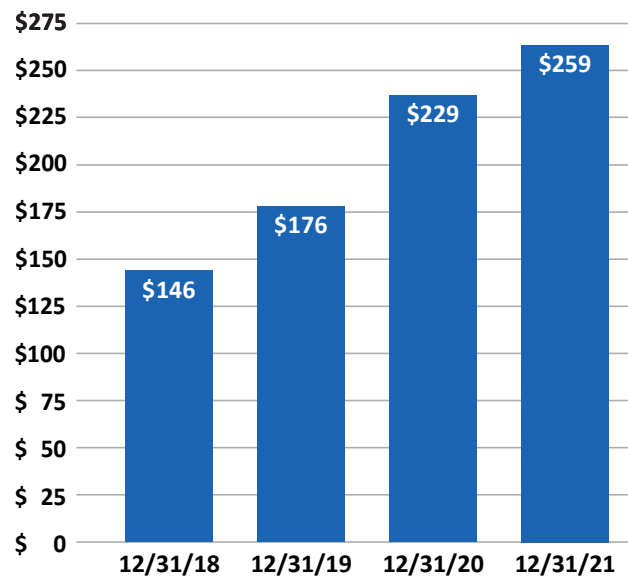


SUMMARY OF ACCOUNTS BY VALUE

Managed Accounts:	68.2%
Certificate Program:	15.5%
Endowments:	9.6%
Unrestricted Funds:	4.9%
Donor-Advised Funds:	1.0%
Gift Annuities and Unitrusts:	0.8%

TOTAL ASSETS BY YEAR

(MILLIONS)



STATEMENT OF FINANCIAL POSITION

ASSETS

	12/31/2021
Cash and cash equivalents	\$ 10,449,575
Investments	216,223,579
Mortgage loan investments net	31,822,848
Loan interest and fees receivable	42,008
Right-of-use asset - office space	237,858
Property and equipment net	22,108
Other miscellaneous assets	19,326
TOTAL ASSETS	\$ 258,817,302

LIABILITIES AND NET ASSETS

Liabilities

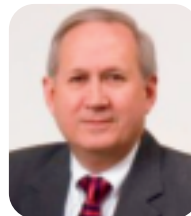
Accounts payable and other	\$ 203,041
Charitable remainder unitrusts and gift annuities payable	615,353
Lease liability	241,389
Deferred charitable benefits	956,583
Managed assets held for others	185,783,338
Endowment funds held for others	24,921,021
Development fund certificates payable	40,152,330
Less certificates in other accounts	(6,630,315)
TOTAL LIABILITIES	\$ 246,242,740

Net Assets

With donor restrictions	\$ 3,790,416
Without donor restrictions	8,784,146
TOTAL NET ASSETS	\$ 12,574,562

TOTAL LIABILITIES AND NET ASSETS

\$ 258,817,302



David A. Duke, Georgia United Methodist Foundation Board of Trustee, Past Board Chair, and Audit/Finance Committee Chair

"The Foundation continues to be financially sound and growing. This is a direct result of the Foundation's focus on its mission and actively working with the churches, agencies, and individuals across Georgia to meet their goals."



Georgia United Methodist Foundation
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Delivering Advanced Faith-Based Financial Solutions for Investing, Lending, Training, and Planned Giving *for the Methodist Family of Georgia*

