

Desert Southwest Annual Conference  
The United Methodist Church  
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**Desert Southwest United Methodist Foundation**

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**MEMO**

**TO: Agency Depositors**  
**FROM: Rick Brown, Ed.D., CFRE; Executive Director, DSUMF**  
**RE: Monthly Statements**  
**DATE: Thursday, May 15, 2003**

**The Rate of Return (Net of Fees) for April was: +4.97%**  
**The Rate of Return (Net of Fees) for the Y-T-D is: +1.99%**

A comparison of the Foundation's Portfolio performance vs. the major indexes is shown in the chart below.

<u>Index</u>	<u>Rate of Return for April (Gross of Fees)</u>	<u>Rate of Return for Y-T-D (Gross of Fees)</u>
S & P 500	+8.10%	+4.22%
DOW Jones Industrial	+6.11%	+1.66%
NASDAQ	+9.18%	+9.64%
Foundation (Gross of Fees)	+4.97%	+1.99%

Last month we reported to you that your April statement would be sent to you about one week later than usual because Lucille Sterling, the foundation's controller, was studying for and taking her CPA exams last week. Lucille survived the exams and she'll be notified how she did in mid-August. Thank you for your patience.

**For the first time in what seems like forever, we are happy to report all positive numbers to you for not only the month, but also for the Year-To-Date!**

Look for our display at Annual Conference. We will be giving away free copies of our Estate Planning Primer on CD in a "pdf" format.

Your church would benefit from a **Gift Annuity Program** that will provide your members with a guaranteed, lifetime, fixed, rate of return on their gift (minimum \$5,000) ranging from 6.0% to 11.5%, depending on their age at the time of their gift. In addition, the participating member would qualify for an income tax deduction and some of the fixed payment is tax-free income. The benefit to your church for promoting these gifts is that at a member's death, your church will receive 92% of the funds left in the member's Gift Annuity Account. We would retain 8% of the funds in the member's Gift Annuity Account to retroactively recoup our administrative costs for operating the program during the member's lifetime.

Gift Annuity Programs are Win, Win, Win programs with no downside. Several churches have already secured hundreds of thousands of dollars for future ministry activities. Why don't you start such a program? Don't delay. Call me now. Lets get started on your Gift Annuity Program immediately.

If you ever have any questions or would like a presentation about any of our educational, investment or consulting services, then please contact us at your convenience by phone: 602.266.6956 or by e-mail: [dsumf@earthlink.net](mailto:dsumf@earthlink.net). As always we appreciate your trust.

***Desert Southwest United Methodist Foundation: Providing Services to Help You Build Your Church's Future One Brick At A Time!***

***Making Disciples For Jesus Christ***

Bold in Christ • Abounding in Love • Grounded in Scripture • Disciplined in Ministry • Together We Fan into Flame the Gifts of God within Every Child of God