HELPING OUR CLIENTS
CREATE THEIR OWN UNIQUE LEGACY

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WHY LEGACY CONVERSATIONS ARE IMPORTANT

It is my privilege to bring you greetings from the staff and board of directors of The Baptist Foundation of Alabama (TBFA). Thank you for taking the time to read our Annual Report. I am often asked “What does the Foundation do?” When asked, my brief answer is that we serve Alabama Baptists in four major areas:

- Administer estate gifts left by faithful Alabama Baptists during the past 75 years. These gifts are administered by our staff, and earnings are distributed as directed by the gifting document.

- Provide professional, socially screened investment management services to Alabama Baptist churches and related entities. TBFA is responsible for managing in excess of $225 million.

- Provide eldercare services to more than 75 Alabama Baptists who request for our staff to “come alongside them” and help them manage life when they need us. The service is available to any Alabama Baptist who has a legacy plan in place to leave ten percent or more of their estate at their death to the Baptist cause(s) of their choice.

- Assist churches and individuals to have meaningful legacy conversations.

The last ministry assignment mentioned brings me to the primary topic of this brief message and that is “Why legacy conversations are important.” Typically, when we think of the word “legacy” we think of something left behind after we die. Legacy conversation discussions focus on our real purpose and how we should live our lives to have the impact God desires once we leave our temporary earthly home. Psalm 78:4-7 reads, In part: “...we will tell the next generation the praiseworthy deeds of the Lord...so the next generation would know them, even the children yet to be born, and they in turn would tell their children. Then they would put their trust in God and would not forget His deeds but would keep His commands.” It is important to have legacy conversations now because we have been designed as spiritual beings that will live forever. God desires for us to use our temporary time here on earth to impact His Kingdom by pointing others to Jesus Christ. We do this, in part, by being good managers of our relationships, expertise, resources and influence. We are all leaving a legacy, whether intentional or unintentional...I pray that your legacy will be one that is left through intentional living so that when we reach the end of our temporary journey on earth, we hear the words of our Lord spoken in Matthew 25:23, “…Well done, good and faithful servant...enter into the joy of your Master.”

Legacy conversations are important because they help us focus on our calling to impact the world for our Savior as stewards of our relationships, expertise, resources and influence. If we can help you have these meaningful conversations at your church, please contact us.

As you read the rest of this report I hope you personally experience the value of “legacy conversations”. As I conclude, may I ask: What will your legacy be?
IMPACT

GIVING
Providing churches and members

GROWING
with knowledge and tools to

ALL FOR GOD’S GLORY
make their legacy dreams become reality
HELPING OUR CLIENTS CREATE THEIR OWN UNIQUE LEGACY
LEGACY CONVERSATIONS

CHURCH LEGACY MINISTRY

What does Legacy mean to you? One dictionary defines it as something handed down from one generation to another. Said in another way, our Legacy is something of our lives that remains once we have left this world. Some might think of Legacy only as material possessions left to one’s heirs, but Christ tells us it means much more than that. Could our legacy be all of the ways we affected others with our relationships, expertise, and resources during our lifetimes?

Every day, we are each crafting our Legacy. Whether we know it or not and whether we like it or not, the way we live our lives and the choices we make will impact others. So, what will your Legacy be? At The Baptist Foundation of Alabama, we are committed to helping Alabama Baptists create a Legacy that will honor not only their families, but also their faith, through a Legacy Ministry at their church.

A Legacy Ministry is focused on serving the church member by providing comprehensive estate planning services through an experienced and independent CHRISTIAN estate planning firm. The end result is a comprehensive plan and appropriate legal documents that meet the church members’ individual goals and objectives as they plan the legacy they will leave.

The Legacy Ministry process helps members examine their assets, liabilities, family needs, and desire to support charities, and then determines the appropriate documents needed to fulfill the legacy they may wish to leave behind.

Services Offered Through TBFA for the Individual

Legacy Planning
Wills
Advance Directives for Health Care
Powers of Attorney
Trusts
Gift Annuities
Endowment Funds
Charitable Funds

Services Offered Through TBFA for the Church

Legacy Planning
Workshops
Sermon Assistance
Program Assistance

Cemetery Funds/Church Funds

To learn more about how we can help you, please visit our website at tbfa.org or contact us at (334) 394-2000.
IMPACT

GIVING
Providing a Christian retreat environment

GROWING
to people of all ages for

ALL FOR GOD’S GLORY
spiritual transformation and renewal
HELPING OUR CLIENTS CREATE THEIR OWN UNIQUE LEGACY

SHOCO SPRINGS BAPTIST CONFERENCE CENTER

SPIRITUAL TRANSFORMATION AND RENEWAL

Alabama Baptists purchased Shocco Springs in 1948 to hold summer events for training, evangelism, and discipleship. Although the campus has physically changed, the purpose is still much the same. Our mission today is to provide a distinctly Christian environment for spiritual transformation and renewal. This mission unfolds in a different way with each group from children to senior adults. Churches and non-profit organizations find our campus to be a place to learn about God or be trained for ministry while surrounded by His beautiful creation.

Since our state convention created Shocco Springs Baptist Conference Center, Inc. as its newest entity, the Foundation has come alongside us providing investment services for our reserves. Later, they helped us establish an endowment program designed to perpetuate our ministry along with estate planning for those wishing to preserve their support for the Shocco ministry. As our relationship has grown, they now help administer a new Scholarship Fund. Our goal is to grow this ministry extension to help our guests who may not otherwise be able to enjoy a camp experience.

"It is a pleasure to work with The Baptist Foundation staff as they assist the Shocco ministry in a variety of ways. Their focus is always on Kingdom impact which aligns perfectly with what we are about. Their work is directly linked to the over 40,000 people who step onto the Shocco Springs campus each year listening for God’s voice."

Wendy Westerhouse
Sales/Public Relations Associate

CAMP HAPPY DAYS

The Foundation, through one of the estates they administer, has funded a camp for deserving children in our surrounding counties. Working through the Department of Human Resources, hundreds of children have had a meaningful camp experience creating lifelong memories. Along with the fun activities, each has also heard the Gospel presented with many choosing to accept Christ as their Savior and Lord. This year’s camp will celebrate 30 years of Camp Happy Days for this underserved group of boys and girls.

In 2015, The Baptist Foundation of Alabama was able to provide almost $20,000 in funding to support Camp Happy Days. This funding was made available through the Horne Memorial Fund, established over 35 years ago through the estate planning gift of a generous Alabama Baptist.
IMPACT

GIVING
Providing care for children in need through

GROWING
campus care, foster care, and professional counseling

ALL FOR GOD’S GLORY
from a Christian perspective
HELPING OUR CLIENTS CREATE THEIR OWN UNIQUE LEGACY
ALABAMA BAPTIST CHILDREN’S HOMES

THE ALABAMA BAPTIST CHILDREN’S HOMES & FAMILY MINISTRIES

Alabama Baptist Children’s Homes (ABCH) is the state’s most diverse and comprehensive Christian childcare ministry. In 2015, ABCH served 5,762 individuals. We provide both short-term and long-term Campus Care for children in need of out-of-home care, Foster Care through our statewide network of 145 Christian foster homes, professional counseling from a distinctively Christian perspective at 41 locations throughout the state, Family Care for homeless mothers and their dependent children, and College Care for young adults who completed high school while in our care. In 2015, we provided 14,087 hours of professional counseling to 5,091 individuals and families and we provided 70,243 days of care to 542 children.

PARTNERSHIP WITH THE BAPTIST FOUNDATION OF ALABAMA

Alabama Baptists are incredibly generous people. We strive to be excellent stewards of the money entrusted to us and we have had a long and wonderful partnership with The Baptist Foundation of Alabama to manage funds entrusted to us by our faithful supporters. This fruitful partnership allows us to boldly look forward to the future, to the continued growth of our ministry in our programs and through innovation. For 125 years, our purpose has been to protect, nurture and restore children and families through Christ-centered services. The Baptist Foundation of Alabama helps us continue to do this today, tomorrow, and well into the future. We are able to face uncertain times with confidence because of God’s provision and our great partners at TBFA!

“Working alongside TBFA leaders and advisors has been valuable in creating our ABCH investment strategy. Their desire to identify specific funds in order to achieve the best possible return, helping us advance our mission of serving children and families in Alabama, has been so appreciated. TBFA leaders take time consistently to look at current investment landscape issues and factor those into a long term view for our ministry. The impact of this guidance has eternal consequences, and knowing they understand this is a great asset to our work.”

Riley Green, Vice President of Administration

FUTURE IMPACT FOR GOD’S KINGDOM

There are some who might say that the future does not look very bright for children. Families are becoming increasingly more fragile. Our culture is becoming less committed to values and beliefs that are good for children. Drug abuse is epidemic. Political turmoil seems to have become the norm. It is getting very dark for many families. Yet, we believe we are called to be a little light shining in the lives of families at risk. Our little light can shine only because we are reflections of the one True Light, Jesus Christ. We believe that our partnership with The Baptist Foundation and the amazing generosity of Alabama Baptists will allow us to continue to bring light into darkness for many years to come.
IMPACT

GIVING
Leaving a legacy

GROWING
and encouraging others to do the same

ALL FOR GOD’S GLORY
through Christian estate planning
HELPING OUR CLIENTS CREATE THEIR OWN UNIQUE LEGACY

JAMES AND JERILYN SMITH

WHERE WE CAME FROM

We met during the semester we were students at Southwestern Baptist Theological Seminary. However, after that semester, James transferred to Southeastern Baptist Theological Seminary, and Jerilyn left to go as a US-2 missionary to Akron, Ohio. By the end of Jerilyn’s US-2 term, we were engaged and married December 1982. After James completed seminary, he was called as pastor of Riva Lake Baptist Church in Winchester, TN where he served from 1984-1987. We were appointed as International Mission Board missionaries in 1987, and spent a year in language school in Costa Rica before serving as church planting missionaries in Loja, Ecuador until 1998. We returned to the US because James felt called to be a Director of Missions. He served in that role for two years in Macon, GA and for eleven years in Clarksburg, WV. Directional changes at North American Mission Board eliminated most of the funding for his position, so he accepted the role as Church Planting Catalyst with the WV Convention of Southern Baptists for two years. However, his heart was still in serving as Director of Missions, so he sent out resumes and in God’s perfect timing was invited to serve with the Tallapoosa Baptist Association, where we have served since July 2014.

PLANNING FOR OUR FAMILY THROUGH LEGACY CONVERSATIONS

We had prepared a will through a lawyer before we went overseas as missionaries. However, we did not update that for many years, and when we finally did update it, we used a computer program and did it on our own because of finances. However, we never had complete confidence that it would stand up in court if challenged. When we heard about the offer of free estate planning through the Baptist Foundation we jumped at the opportunity. It was a wonderful experience for us! We scheduled a phone interview with a representative of PhilanthroCorp so he could gather our information and ask our goals and desires for our estate. He then sent us everything in writing for us to review and make any desired changes or corrections. We talked with him again by phone to fine-tune our plans, and then he connected us with a Christian attorney who drew up all our documents according to those plans. There was no pressure on how we should leave our estate or feeling of judgment based on the size of our estate. Everyone was very supportive and dedicated to fulfilling our desire to leave an inheritance for each of our children and grandchildren, but also to give to Christian ministries that are dear to us, to help extend God's Kingdom. What we appreciated most was they were able to show us how to plan the estate so that our heirs would pay less in taxes and the ministries would receive the greatest possible benefit. There is a wonderful peace of mind that comes from knowing that we have made provisions for a lasting legacy after we are gone.
IMPACT

GIVING
Providing financial support

GROWING
to students today

ALL FOR GOD'S GLORY
who will become our leaders tomorrow
HELPING OUR CLIENTS CREATE THEIR OWN UNIQUE LEGACY

JAY HARPER

TBFA SCHOLARSHIP PROGRAM

I was born and raised in the small town of Clinton in north central Arkansas. My parents, Terry and Cheryl, were both educators in the school system, and my only sibling, Lauren, is now a second grade teacher. Looking back, it is clear to me how school has played a large role in my life thus far.

Growing up in a small town, our family life centered primarily around church, school, and sports. My dad was a deacon, and not only were we there every time the church doors were open, we were usually there first so he could unlock them. School was a given, perhaps only increasingly so due to my parents’ careers. Sports, like in any other small southern town, were the center of the community. I now understand how formative those hours on the courts, primarily basketball and tennis, were for me socially, mentally, and spiritually. To this day, I reference team experiences and lessons from coaches in business conversations with colleagues and in interviews.

After graduation, I made my way to Birmingham to attend Samford University. At the time, my decision to move 7 hours away to go school surprised even me. From sports medicine, to finance, to marketing and social entrepreneurship, I bounced from major to major struggling to find God’s “calling” in my life. Being the son of two educators and the friend of future pastors, teachers, and medical professionals, I did not have a crystal clear career path to vocational impact like I perceived they had. That was a tough reality for me. Ultimately, I stayed in the business school because I enjoyed the classes and thought they would provide me with the best opportunity to get a job after graduation.

It was not until I was a couple years after graduation, working for a software company, that I really began to realize the spiritual implications of work. I was teaching a college small group at Shades Mountain Baptist Church in Vestavia Hills on the topic of “vocation,” and the Lord really began to show me the importance of work as a spiritual discipline as well as an incredible part of His beautiful and diverse creation. Just as He calls pastors, doctors, and educators to be His hands and feet – to bring Him glory, so has He called businessmen and women to lead with excellence, to steward their resources and shepherd their people in a way that is reflective of Him.

I always knew I wanted to go back and get another degree at some point, but this newfound perspective really fueled that desire. I had been researching Masters of Business Administration (MBA) programs for a couple of years and after considering several, Vanderbilt University’s Owen Graduate School of Management rose to the top. Focusing in the area of Human and Organizational Performance, the way organizations acquire, organize, motivate and reward their people, I wrap up my first year of business school in May before spending the summer interning with a consulting firm in Atlanta.

Jay Harper
Recipient of the Robert Franklin Parker Memorial Scholarship

How TBFA dollars have assisted in my education and will help me attain my future goals:

“The scholarship I’ve received from The Baptist Foundation is a huge blessing in accomplishing my goal of getting an MBA and pursuing my long-term career goals. Graduate school is a wonderful opportunity that also presents a significant financial burden. This scholarship not only lessens that burden, but also signifies the prayerful support I know I have from my local church family and Alabama Baptists in pursuing those goals for His glory.”

The Robert Franklin Parker Memorial Scholarship was established to honor the life of Robert Franklin Parker. The scholarship is available to Masters of Business Administration or Law students exemplifying character traits personified by Franklin Parker. Mr. Parker loved his Lord, his wife, his children, and grandchildren. He loved people, especially young people just starting their life’s journey. He encouraged them to attain his or her “best” through seeking God’s direction and through education, both of which Mr. Parker valued as a privilege and a necessity.
IMPACT

GIVING
Church families providing funds

GROWING
to further Kingdom work

ALL FOR GOD’S GLORY
for years to come
Began as Minister of Education/Administration at Calvary Baptist Church in Tuscaloosa Alabama in July of 1999. Shortly thereafter, I discovered that Calvary had established an agreement with The Baptist Foundation of Alabama almost 15 years before. I was interested in learning more, so I scheduled a trip to meet the Foundation staff. I soon got to know Barry Bledsoe and the Foundation team; since then, it has been gratifying to learn how The Baptist Foundation of Alabama is so very valuable to the local church and individual Southern Baptists.

Trust and Expertise are the two words that come to mind when I think about the work of The Baptist Foundation of Alabama. Calvary’s staff and members have had numerous opportunities to be involved with the Foundation. We have found the services offered were done professionally and our best interest was always primary. This expertise and care given to us by the Foundation staff nurtures a climate of trust for the church and our members.

The investment philosophy of the Foundation reinforces the trust placed in the Foundation by our members. The Foundation investment team (staff and Investment committee of the Board of Directors) creates an environment that allows the client to know their gifts will be invested wisely. This careful stewardship helps make sure the funds will still have the same level of impact now and in the future. Even in a year like 2015, when so many investments were losing large amounts of money, our investments with the Foundation performed at a level where we did not lose monies—our accounts actually grew a small amount. This solid performance and overall atmosphere of trust has allowed Calvary to establish a sizable Capital Improvement Fund that helps support Calvary’s operations on an annual basis.

The S.D. Allen Mission Fund is probably the most concrete example of our excellent partnership with the Baptist Foundation of Alabama. A gift of stock worth approximately $38,000 was given to the Foundation in the late 1980’s. During my tenure at Calvary, this account has been invested and we have used that initial gift to fund over $150,000 of mission work in Tuscaloosa County. The S.D. Allen Ministry and Mission Building is the latest example of the fruit generated by the wisdom of Mr. Allen to place funds with the Foundation.
DECEMBER 31, 2015* AND 2014
STATEMENTS OF FINANCIAL POSITION

*At the time of printing the annual report, audited statements were not available for 2015. When completed, audited copies of the financial statements are available upon request.

ASSETS

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<th>2015*</th>
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<td>Cash and cash equivalents</td>
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<td>Accounts receivable</td>
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<td>Investments</td>
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<td>Investments held in charitable remainder trusts and gift annuities</td>
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<td>Investments held for others</td>
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<td>Property and equipment, net</td>
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<td>$228,501,276</td>
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LIABILITIES AND NET ASSETS

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<th>2015*</th>
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<td>Accounts payable and accrued expenses</td>
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<td>Liabilities associated with charitable remainder trusts and gift annuities</td>
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<td>Investments held for others</td>
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2015 Distributions Helped Support:

Cooperative Program
Entities of the Alabama Baptist State Convention
Local Churches
Baptist Associations
Scholarship Funds
International Missions
North American Missions
Individuals
Cemetery Funds
THE INVESTMENT PROCESS

One of The Baptist Foundation of Alabama's main investment objectives is to achieve the desired investment return of various accounts while incurring the least amount of risk possible. Investments are screened to avoid companies that are involved with alcohol, tobacco, gambling, pornography and abortion related goods and services. The Foundation reviews the risk (or loss of capital) associated with each asset class as it implements various portfolio allocations. Our investment process is founded upon three core principles:

- Asset allocation (or how the investments are mixed) is the most crucial decision in structuring any investment portfolio.
- Downside protection is important in every portfolio.
- Transparency in all areas of investing, including management and associated fees.

With these core principles and the assistance from an institutional consultant, The Foundation utilizes multiple professional money managers to structure investment portfolios available to clients. This investment process makes The Foundation as academically sound as any secular institution or endowment providing similar services.

INVESTMENT FUNDS

- **Equity Fund** - A diversified portfolio of stocks invested in long-only U.S. and international companies. This fund is managed for total return.
- **Balanced Fund** - A diversified portfolio of stocks, bonds and alternative investments suited for long-term investors such as individuals, churches and endowments requiring annual spending, but seeking real growth over time.
- **Income Fund** - A diversified portfolio of bonds invested to earn income while combating risk to principal. This fund is an alternative to traditional money market funds and short term CDs.
- **Bond Fund** - A diversified portfolio of government and corporate bonds invested in intermediate maturities. This fund focuses on income and return of principal.

INVESTMENT MANAGERS (at December 31, 2015)

- **Ceres Partners** - Asset Class: Farmland
- **Courage Capital Management** - Asset Class: Special Situation Hedge Fund
- **Dimensional Fund Advisors** - Asset Class: US Core/Int'l/Emerging Core Equity
- **International Farming Corporation** - Asset Class: Farmland
- **Private Advisors** - Asset Class: Long/Short Equity Hedge Fund
- **Reinhart Partners** - Asset Class: Fixed Income
- **Resource Management Service** - Asset Class: Timberland
- **SSI Investment Management** - Asset Class: Convertible Bonds
- **Stonebridge Advisors** - Asset Class: Preferred Equities
- **Weaver Barksdale & Associates** - Asset Class: Fixed Income
TBFA Board of Directors are elected to serve 4 year terms. They may serve two consecutive terms.
495 **Scholarships** awarded through TBFA by generous donors

Over **450 Church Investment Funds** managed by TBFA

**230 Million** in assets managed by TBFA

Almost **25.4 Million** in potential future gifts to local churches and ministries

**37 Churches and Entities** engaged in **Legacy Planning** with TBFA

**74 Families**

**600 acts of service** completed for 33 TBFA ElderCare clients

**$11 Million** distributed to Baptist ministries/entities
MISSION

To give Christians an easy way to create generous Kingdom gifts for their favorite ministries and administer those well until Jesus returns.

CORE PRINCIPLES

- To have an academically sound institutional investment management process equal to anyone in the secular world providing similar services.
- To be as technologically sound as anyone in the secular world, of similar size, providing similar services.
- Focus on ministry and development.