

# GATEWAY CONFERENCE

2025 | ANNUAL REPORT

As the financial services ministry of FMCUSA, FM Financial is honored to come alongside ministries such as yours to help you plan with purpose, invest with discipline, and give with joy. We want ministry organizations to know that **HOPE**, **PEACE**, and **JOY** are available when you take steps to faithfully manage the resources God has entrusted to your care. Our goal is for you to experience:

- **HOPE** that comes from planning with purpose to raise stewardship awareness with your constituents and build a thriving stewardship culture.
- **PEACE** that comes from investing with discipline to reach your long-term financial goals in the midst of an ever-changing financial environment.
- **JOY** that comes from being free from everyday funding concerns as God works in your donors to provide the resources you need to accomplish your mission today and tomorrow..

As our team looks back on the activities of 2025, we are thankful for the trust you placed in us. Numbers never tell the complete story. It is our prayer that each number represents more HOPE, PEACE, and JOY for families and ministry organizations.



Mark Olson  
President & CEO

# FM FINANCIAL OVERVIEW - 2025

## PLANNING

In 2025, we provided **hope and peace to families** through:

**243** financial planning and coaching engagements and **165** estate planning engagements.

Kingdom-minded clients designated over **\$25 million** to be distributed to ministry in the coming years through revocable estate planning documents.

## INVESTING

FM Financial's assets under management increased to **\$640 million** in 2025.

This includes endowments, charitable trusts, managed accounts, retirement accounts, non-retirement accounts, pension accounts, and more.

We now support over **1900 households/organizations** with various investment accounts to help them fulfill their financial goals and remain disciplined in an ever-changing financial world.

## GIVING

Through our generous donors, in 2025 we distributed over **\$9.8 million** to various ministries.

These gifts included:

- **\$1.3 million** from existing endowments
- **\$2.4 million** from estate/gift maturities
- **\$3.4 million** from donor advised funds
- **\$2.7 million** from outright gifts (cash, securities, real estate, qualified charitable distributions)

## LOAN FUND

In 2025, we helped empower FM churches/ministries for growth through loan disbursements totaling **nearly \$17 million**.

We approved **18 new loans** and are now servicing **128 loan relationships**.

All of this is made possible by Kingdom-minded investors in the Free Methodist Investment and Loan Fund.



# Gateway Conference

## FM Financial Stewardship Journey

FM Financial offers professional financial guidance and investment management from a biblical perspective. As the financial services ministry of The Free Methodist Church-USA, we are your missional partner to provide financial expertise that more fully allows you to live out your unique mission and vision. The following is a summary of activities and balances as of **December 31, 2025.**

### Planning:

	Local Conference	2025 Total All Ministries
Estate Planning Engagements	5	165
Financial Planning Engagements	1	243

### Investing:

Account Name	Ending Balance	Comments
FMLF Investment Flex 20015S1	\$4,609	
FMLF Investment Term 20015S17	\$140,636	
Strategic Development Fund (#52 00 3049)	\$515,162	2025 Distributions=\$8,000 2025 Contributions-\$465,298
	<b>\$660,407</b>	

### Giving: Charitable Trusts, Endowments, and Gift Fund

Account Name	Ending Balance	Comments
The Vilcot Children's Fund (#9025)	\$29,276	Tower Hill FMC Children's Ministry 100% Beneficiary approximately \$1,200 disbursement annually
Whitlock Youth Camping Fund (#9378)	\$1,261,755	Durley Youth Camp 100% Beneficiary approximately \$51,600 disbursement annually
Thelma M. Whitlock Endowment Fund (#9379)	\$299,742	Coffeen FMC 100% Beneficiary approximately \$12,300 disbursement annually
Gateway Appointed Pastors Scholarships (GAPS) (#3048)	\$16,477	Gift Fund Account Purpose: Providing Educational Opportunities for Pastors and Pastor's Children

Van Memorial Fund (#8966)	\$270,232	Gateway Conference 30% Beneficiary approximately \$2,300 disbursement annually (2025 Pending)
M & K Whitlock Endowment Fund (#9381)	\$253,714	Knox Knolls FMC 100% Beneficiary approximately \$7,900 annually. Add'l cont in 2025 of \$60,000.
	<b>\$2,131,196</b>	

### Giving: Outright and Deferred

Type	Local Conference	2025 Total All Ministries
Outright Giving:		
Cash	\$525,298	\$7,817,396
Securities Gifts		\$805,886
Property Gifts		\$2,310,750
Endowed Giving		\$5,316,206
Matured Estate Distributions		\$2,368,233
Deferred Giving	\$7,590	\$25,096,682

### Loans:

Name	Ending Balance	Rate Adj Date	Comments
The Bridge FMC	\$435,723	5/28/2030	
	<b>\$435,723</b>		

### Comments / Questions:

- Current 1 year certificates in FMLF are paying 4.25%
- The loan rate at the Bridge FMC adjusted on 5/28/25. How is the ministry doing?
- FMLF Church Maintenance and Building Certificate Flexible at 4.25%
- Outright cash giving: Funds being moved into the "Strategic Development Fund"

# FM FINANCIAL SERVICES

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FM Financial offers **planning, investing, giving, and loan** services that are uniquely tailored to the needs of ministry organizations. Organizations that are financially healthy can more fully live out the mission to which they were called. We also offer individual services to those who support your organization. When your community is not overburdened by personal financial stress, they have more time, energy, and resources to offer. It all works together to create a thriving culture of stewardship.

## Planning

Planning with purpose lays the foundation for responsible and effective stewardship of resources. These services strengthen financial clarity, stewardship, governance and long-term sustainability.

### Planning Services for Organizations

- Educational Workshops
- Stewardship Well Done Journey Curriculum
- Major Gift Planning Strategy Conversations

### Planning Services for Individuals

- Comprehensive Financial Planning
- Focused Retirement Planning
- Charitable Estate Planning


## Investing

Investing with discipline provides the best opportunity for effective long-term stewardship of resources. These services are designed to steward organizational and individual assets with discipline, transparency, and missional alignment.

### Investing Services for Organizations

- Investment Strategies and Policies
- Endowment Funds and Administration
- Managed Investment Accounts
- 403(b) Accounts for Ministry Personnel

### Investing Services for Individuals

- Retirement Accounts
  - Non-Retirement Accounts
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# FM FINANCIAL SERVICES (continued)

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## Giving

Giving with joy is a transformative act of worship that provides ministry funds for today and tomorrow. These services support creative generosity, donor engagement, and charitable gift administration.

### Giving Services for Organizations

- Donor Conversations and Consultations
- Facilitation of Non-Cash Gifts
- Charitable Trust Administration


### Giving Services for Individuals

- Tax-wise giving strategies
- Donor Advised Funds
- Appreciated Asset Gift Assistance

## Loans

The Free Methodist Investment and Loan Fund (FMLF) offers loans to Free Methodist ministries across the country. We are experienced working with ministry organizations and their unique financial needs and requirements. Loans may be used to construct new facilities; to renovate, remodel, expand, or replace existing facilities; to purchase building sites; to refinance existing loans; or to meet other capital or operational needs.

\*In order to provide a full array of professional services while remaining compliant with various financial service industry regulations, some services are offered through the Free Methodist Investment and Loan Fund, GuideStream Financial, and GuideStream Donor Advised Funds.



# FM FINANCIAL TEAM

The FM Financial team includes credentialed financial professionals and experienced staff who care about stewardship and mission as much as returns and retirement.

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## LEADERSHIP



**Mark Olson**  
President  
Chief Executive Officer



**Josh Adams**  
Chief Operating Officer  
Vice President - FMLF



**Joe Crupper**  
Chief Trust Officer  
Investment Manager



**Chris DeBacker**  
Vice President  
Estate & Gift Planning



**Beth Hall**  
Chief Financial Officer



**Kirk Hoffman**  
Vice President  
Financial Planning

## DIRECTORS OF REGIONAL PARTNERSHIPS



**Carol Duberowski**  
Director of Regional  
Partnerships - West



**Stephen Macaluso**  
Director of Regional  
Partnerships - East

## GUIDESTREAM FINANCIAL ADVISERS



**Scott Blakemore**  
Senior GSF Adviser  
Institutional Investments



**Levi Conner**  
GSF Financial Adviser



**Jen DeBiasi**  
GSF Financial Adviser



**Ridge Foco**  
GSF Financial Adviser

# FM FINANCIAL TEAM

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## SERVICE SPECIALISTS



**Donna Bentle**  
FMLF Client Care  
Specialist



**Karen Burt**  
Senior FMLF Loan  
Specialist



**Jamie Chilcote**  
GSF Client Care  
Specialist



**Shalom Cross**  
FMLF Client Care  
Specialist



**Christine Dobben**  
Client Care Associate



**Karson Durocher**  
Technical Support &  
Data Specialist



**Michelle Gleason**  
Accountant



**Laurie Frisbie**  
Trust Accounting  
Administrator



**Danette Harper**  
Legal Assistant  
Marketing Manager



**Debb Lyon**  
Senior GSF Client Care  
Specialist



**Jeanne Holton**  
Estate Maturity  
Process Manager



**Tim Lyons**  
Estate Planning  
Assistant



**Sheila Nunthoolall**  
Trust Administration  
Manager



**Nathan Salsbury**  
Estate Maturity  
Process Assistant



**Mel Smith**  
Administrative  
Specialist



**Tami Waver**  
Controller



**Dawn Weidman**  
GSF Client Care  
Specialist



**Amy Wise**  
Gift Administrator

# Thank you for your partnership!



## Regional Contact

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**PLANNING** with purpose.

**INVESTING** with discipline.

**GIVING** with joy.



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