



LIVING WATER

A Quarterly Newsletter from WaterStone

THE LIFE ISSUE

Pro-Life...for Life!

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Leadership

Ken Harrison
CHIEF EXECUTIVE OFFICER

John Mulder
CHIEF GENEROSITY ADVISOR

Rick von Gnechten
CHIEF OPERATING OFFICER

About

WaterStone is a Christian foundation that comes alongside givers, advisors and ministries to provide trusted counsel and innovative giving strategies. Since 1980, we have assisted our clients in developing comprehensive plans for sharing their resources with ministries and organizations to fulfill their charitable intent.

Our expertise is working with business owners and stewards of family wealth to unlock the giving potential of their non-cash assets like real estate, business interests, oil and gas and agricultural commodities. Through WaterStone, families can multiply their giving impact for the Kingdom, minimize taxes and heighten the joy of generosity.

Learn More

Visit WaterStone.org or call our offices at 719.447.4620.

Front Cover Photo Credit: Shravan K Acharya

By the Numbers

\$950 MILLION
Assets Under Advisement

\$1 BILLION
Complex Assets Contributions

\$2 BILLION
in Contributions

7500+
Charities Supported

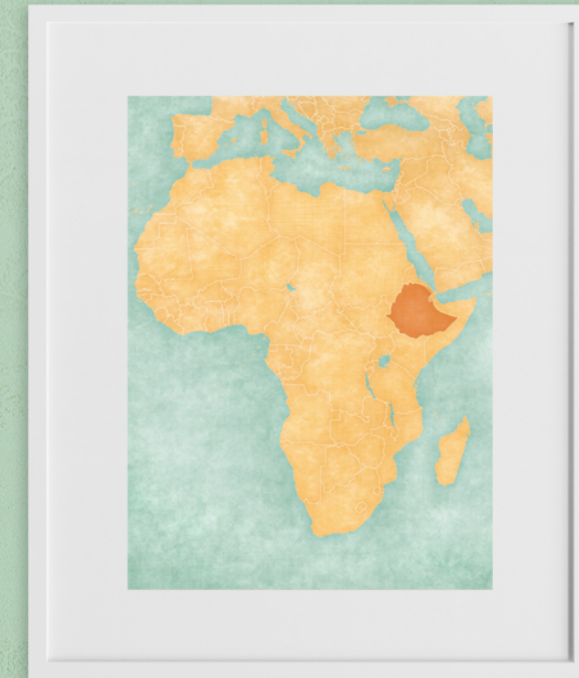
\$2 MILLION+
Weekly in Grants

\$1 BILLION
Given in Grants



DONOR PROFILE:

The Saltzman's



Karl and Gloria Saltzman have built their family around their trust in God and a deep faith in His kindness and providence.

The Saltzman's have been married since 1967 (57 years in January!), and they have two daughters, one son, nine grandchildren, and one great-grandchild. When their son and daughter were told they couldn't have kids biologically, they took a step of faith and pursued international adoption from Ethiopia. They adopted a boy (now 15) and a girl (now 14), and they were also surprised with the birth of a girl (now 8) a few years later.

"God has helped us to see that every orphan needs a family and parents to love them—they need a way to find Jesus as their Savior. Adoption is a powerful way of showing the love of Jesus," the Saltzman's said. "Because of adoption, that little granddaughter has two older siblings—they all love each other."

"The staff shows lots of love to those that you serve. We are so thankful for our relationship with WaterStone."

God has blessed the Saltzman's with the means to support organizations that share that love of family, including CareNet, Samaritan Ministries International, and Food for the Hungry. The WaterStone Giving Strategies team worked with the Saltzman's to set up a Giving Fund that helps them give now and into the future.

"We know that with WaterStone, we are able to give in a safe and easy way that is honoring to the Lord. They embrace Biblical values and that is important to us," they said.



COVER STORY

Pro-Life...for Life!

We're proudly pro-life here at WaterStone. We believe that children in the womb deserve no less protection than children outside the womb, and we never give to organizations that contradict that belief.

The legal victory overturning Roe v. Wade was a crucial step in the fight to save the unborn. But the pro-life movement is about more than restricting access to abortion. It's about adoption and foster care. It's about caring for children whose parents are no longer in the picture, and about coming alongside mothers struggling with an unplanned pregnancy.

That's why we were proud to give nearly \$5.5 million in 2022 to more than 150 nonprofits that cover the entirety of the pro-life movement. These organizations are central to the legal and legislative fights occurring in all 50 states, but they also offer orphan care services, parenting help, and financial support to women in need.

WaterStone grantee **Pregnancy Care Clinic**, as just one example, provides support to women and their unborn children in the East County area of San Diego. They've served thousands of mothers since their founding in 1994, all while operating in an environment hostile to the pro-life cause. Incredibly, thanks to their services, over 75% of those who are at risk for choosing abortion have chosen life for their babies.

The Pregnancy Care Clinic offers pregnancy testing, ultrasounds, counseling, adoption resources, clothing, and classes that inform expectant mothers about the true impact of abortion.

"I knew after that ultrasound and after the whole experience I was going to have this baby," said one of the

GIFT RECIPIENTS:

150 pro-life organizations

orphan care + adoption + foster care + right-to-life



Clinic's clients. "Even if all my fears came true, I knew I would still have support and encouragement from the people at the clinic."

What's more, the Clinic doesn't abandon women if they've had an abortion. Instead, they offer post-abortion support with classes such as "Forgiven and Set Free."

"I wonder if I would have made a different choice for myself if I had known that there was support and someone that would actually care and help me," said another of the Clinic's clients. "I think it makes a difference to know there are people who are there."

If the mother chooses adoption, pregnancy care centers help facilitate that process as well, often alongside adoption organizations like **Lifesong for Orphans**. Lifesong for Orphans facilitates domestic and international adoptions between mothers and adoptive families. Because concerns about money are one of the biggest reasons families choose not to adopt, they

also offer financial assistance through their donor-supported Matching Grant Program.

Chris and Sophia were one of the couples helped by this program. Even though they faced flight delays and no open hotel rooms when they traveled to adopt their son, Luke, they still had peace of mind knowing that their adoption expenses would be taken care of.

"God was present in every moment of our adoption journey, even when we didn't always see it," the couple told Lifesong. "We saw His hand so clearly on our trip to pick up our son. God facilitated every detail so that we could still hold our son that night and safely bring him home."

Chris and Sophia aren't alone. Thousands of loving families adopt children in the U.S. every year, and we're honored to have the opportunity to come alongside them. Like WaterStone, these families are pro-life... for life. They haven't given up the fight after the fall of Roe v. Wade, and **neither will we.**

Contribute to a CPT Now to Receive a Historic Tax Benefit

The low interest rate environment of the last several years is changing, but it's not too late to take advantage of the unique benefits of a charitable pooled trust!

A charitable pooled trust (CPT) allows givers to earn an immediate tax deduction while also generating a lifetime income stream.

For new CPT contributions, the tax deduction is calculated based on the highest annual average of the mid-term AFR (Applicable Federal Rates) as determined by the IRS over the three prior calendar years, minus one percent. The lower the rate, the greater the deduction.

Now, more than in the future, a CPT offers an attractive suite of benefits to anyone looking to give to their preferred charities and enjoy tax savings.

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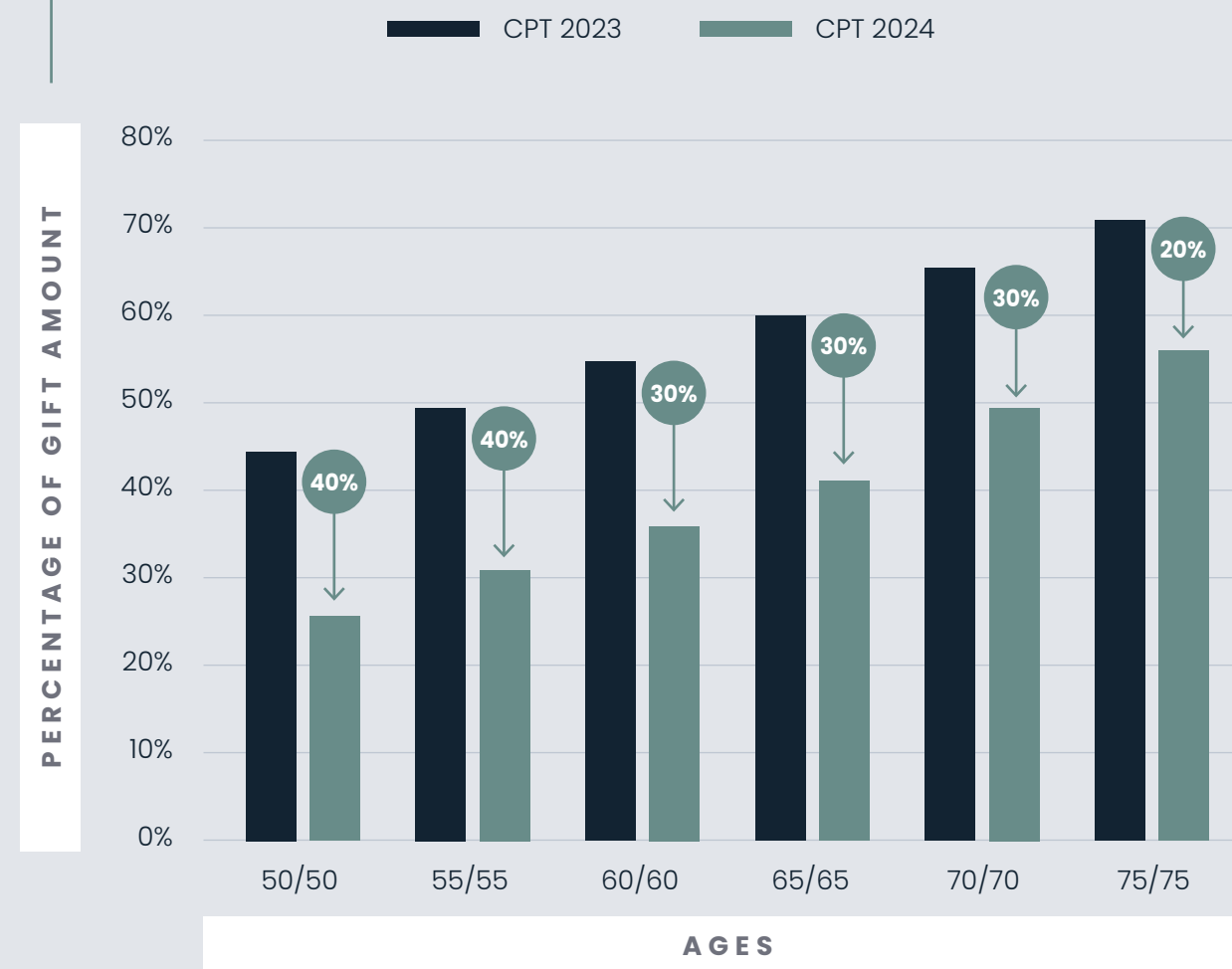
That discount rate was 2.2% in 2020 and 2021, 1.6% in 2022, and 2.2% this year. **But next year, the rate is expected to jump to 3.8% or higher**, which will significantly reduce the deduction level for new CPT contributions.

For example, if a 50-year-old couple gives \$1,000,000 to a CPT in 2023, they will be able to deduct over \$445,000 (45%). However, if they wait until 2024, they may only be able to deduct \$255,000 (26%). As you can see from the chart, that deduction disparity remains significant even for older couples.

That's why it's crucial to open your CPT with WaterStone before the end of the year. Now, more than in the future, a CPT offers an attractive suite of benefits to anyone looking to give to their preferred charities and enjoy tax savings. CPTs will generate a lifetime income stream, diversify your portfolio, save on estate taxes, and, of course, support your preferred charities. You can even use your WaterStone Giving Fund to make these charitable grants to those charities!

2023 versus 2024 Comparison

CHARITABLE TAX DEDUCTION COMPARISON



2023: Two Life, 2.2% Discount Rate **2024:** Two Life, 3.8% Estimated Discount Rate

Ready to
get started?

Our Giving Strategies Team can walk you through the entire process, and we stand ready to ensure your paperwork is filed before the end of the year before interest rates rise further. **We look forward to working with you!**



10807 New Allegiance Drive, Suite 240
Colorado Springs, CO 80921

A Letter from Ken's Desk

The Supreme Court's decision to overturn *Roe v. Wade* sparked important right-to-life battles in states across the country. But as a WaterStone donor, you know that those legal battles tell only half the story.

Adoption agencies, foster care services, and crisis pregnancy centers are needed now more than ever. The organizations that serve children and mothers are being stretched to capacity, but I'm proud to say that WaterStone donors are answering the call.

I'm honored to work every day with men and women who understand God's heart for these precious children.

You and other donors have given millions of dollars—along with your own time and energy—to ensure that once a child's life is saved from abortion, they have a chance at fulfillment and joy.



Now is the time to redouble our efforts. The pro-life movement is just getting started, and you can read more in this edition of "Living Water" about the amazing work WaterStone donors are funding.

Gratefully,
KEN HARRISON