



Significance

CHANGING THE WORLD THROUGH CHARITABLE GIFT PLANNING



The Katos: Making it Count

When in 2015 they established the Sharleen and Dean Kato Family Global Service Learning Scholarship Endowment, the Katos felt it was time to be a part of the donor legacy that embraces students with scholarships at a time in students' lives when perhaps the need for financial aid is greatest.

Graduates of Seattle Pacific are seeded throughout the Kato family, including not only Sharleen herself (1984), but a number of aunts, uncles, and nephews; son Alexander (2011) and his wife, Annie Haight Kato (2010); daughter Stefanie (2014); and even the four newest members of Sharleen's home Bible study who feel like family but aren't related at all are all SPU graduates. Most of these individuals received donor-provided scholarship assistance to help them realize their educational goals.

Sharleen says the endowment is a result of "wanting to see Seattle Pacific and its Christ-centered education count for generations to come."

Making SPU a giving priority is nothing new to Dean and Sharleen. Founding members of the Seattle Pacific Parent Council, they are longtime donors at the President's Circle level and committed members of the Wellspring Society. CONTINUED NEXT PAGE



I like a good story. Who doesn't? Stories are a unique way of communicating with others that goes beyond the mere transferring of information. When told, a good story engages our thoughts and emotions in remarkable ways. We may even

find that we can relate to the plot or a character in the story in very personal ways. Even Jesus taught his disciples about the Kingdom of God through stories in the form of parables that his hearers could relate to.

Dr. Russell James of Texas Tech University has done extensive research on the brain activity of individuals as they make decisions about charitable giving. His peer-reviewed magnetic resonance neuroimaging research shows that those parts of the brain where memory, sensation, and emotion live actually “light up” with brain activity when people are asked charitable giving questions and about their life stories. This physical response in the brain shows just how important these stories are.

In *Significance*, we like to share stories — of donors who have planned a future gift to Seattle Pacific, of donors from the past whose estate gifts to SPU help meet the financial needs of current students, of students who now benefit from the generosity of others, and of alumni who use the life-shaping experiences they had at the University to actively “engage the culture and change the world.”

We hope you enjoy these stories and, perhaps, will consider how your story can be part of the ongoing legacy of Seattle Pacific University. If you would like to discuss this further, please contact me at (206) 281-2257 or at msandlin@spu.edu.

Blessings,

Marlon Sandlin
Director of Endowments and Gift Planning

CONTINUED FROM COVER

In 2010, they created a study abroad trip to the Philippines, where each December SPU students serve orphaned children and families living in poverty, and learn how community development is done in real time. The Kato Family Endowment gives priority to Family and Consumer Sciences students with demonstrated financial need. Not only that, the Katos go to the Philippines with students.

“We go as learners, not as saviors,” says Dean. “The work encompasses several hundred Filipino youth. We work alongside and ask how can we help.” Students also receive five credits toward their degree requirements.

The Katos know firsthand the added value of travel abroad. They were recently in Russia and Asia. They will return to the Philippines in December, and early in the new year, Dean will help lead a Free Methodist trip to the Holy Land. A friendly rivalry exists between Dean and Sharleen to see who can visit the most countries. Sharleen is at about 40 and Dean at about 45, the great majority of those shared. The travel bug is easily caught by others in the family line. At 8 months, grandson Jack had already been to eight countries.

Sharleen says that her travel impressions are many. “The impact of coming up a hill to see Jerusalem in all its glory, the place where Jesus will return. The topographical ruggedness of Petra, Jordan, and a ministry to Syrian refugees. Circling the world on a trip to the United Arab Emirates that took us from Seattle to Dubai to Osaka — each so different, yet so alike. Japan and Norway, taken together, a portrait of our marriage.”

The Kato marriage is 30 years strong. Their lives together and all that has resulted began at SPU when she was Sharleen Gay.

On the SPU faculty for 32 years, Sharleen has taught undergraduate students in Family and Consumer Sciences, and was department chair for 13 of those years. She holds a bachelor's degree in home economics from SPU, a master's degree in human ecology from Michigan State University, and a doctorate in educational leadership from Seattle University. Her community and professional involvement includes serving on a number of educational boards.

Dean has a degree in industrial engineering from the University of Washington and has enjoyed more than 30 years in leadership



management roles for the aerospace industry, including at Esterline Control Systems, where he was vice president of sales. He established an internship program for SPU engineering students at Esterline and has served more than 20 years on the Seattle Pacific Engineering Advisory Board.

“At Esterline, we would hire SPU graduates almost sight unseen,” says Dean, who now is a principal with OneAccord, a professional partnership helping small businesses grow. “The SPU graduates consistently did exceptionally well. That speaks not only to the quality of a great technical education but to just how much the SPU faculty and staff are personally invested in the students.”

It was SPU Foundation board member and Katos' attorney Nancy Cahill who urged them to “maximize where our money goes,” says Sharleen. “She is a strong believer in and advocate for Christian higher education. Nancy caused us to consider who else beyond our kids could benefit most from a bequest? It was a new giving perspective for us. Why wouldn't we want to make a legacy gift to the University that has meant so much to our family?”

Are the Kato children on board with their parents' decision? “They feel a sense of ownership in the family endowment,” says their mother. “Right now, they're busy getting established but will be in a better position to contribute more as time goes on.”

Besides travel and family gatherings, the Katos are energized by their work and by spending time with friends on their boat on Seattle's Elliott Bay.

“We're the Steady Eddies,” says Dean. “Both of our fathers worked for Boeing and both families are from humble means. All that we've done, including the money we've earned, is not ours but God's.”

Sharleen agrees. “Our giving is an acknowledgement that what we have is an undeserved gift from the Lord.”

Lindsey Haynes: Rocky Mountain Confident



One of the “Big Four” accounting firms in the world, PricewaterhouseCoopers has a new risk assurance associate. She is 2017 Seattle Pacific University graduate Lindsey Haynes, and to say she is filled with confidence would be an understatement.

Her self-assurance took flight in Colorado Springs, Colorado, at Air Academy High School. She thrived at the only high school in America on the grounds of a military academy (U.S. Air Force), and one of Colorado's top 10 high schools for academic achievement. Lindsey emerged with a 3.8+ GPA, which as an entering freshman helped earn her the \$18,000 President's Scholar Award from Seattle Pacific, renewable all four years. At graduation from SPU, she was honored magna cum laude.

Confidence begets confidence. Lindsey's mother, the first in her family to attend college and graduate with an associate's degree in business, made a promise to Lindsey's grandfather shortly before he died. She would see to it that Lindsey and her older brother and sister would all earn college degrees. The youngest Haynes fulfilled that promise, making her SPU diploma all the more special.

Confidence further strengthened Lindsey in her last two years of college with scholarships generated by three named endowments: the Joanne Markowitz Chinn Memorial Scholarship Endowment, the Betty L. Corson Alumnae Falconettes Scholarship Endowment, and the Jan Higbee Falconette Scholarship Endowment.

“The donors who established those and other endowments believed in the future of SPU,” says Lindsey. “I could not have gone to SPU without that help.” Inspired by their generosity, and once she reaches her own financial independence, Lindsey plans to help others just as those donors provided for her.

Her top recommendation for confidence-building toward college success? “Study abroad,” she says. Autumn Quarter of her junior year was spent living with a host family and studying business in Salzburg, Austria. She appreciated the historic beauty of Mirabell Gardens, Salzburg Castle, and the Alps.

But for the avid student, the 2015 trip afforded a particularly dramatic backdrop to the escalating Syrian refugee crisis. Over three course research papers in international conflict resolution, international human rights, and international management, Lindsey wrote about the causes of the Syrian Civil War, why Syrian refugees flee Turkey, and how the European Union chose to manage the refugee crisis. She even put feet to the academic exercise by making sandwiches, distributing clothes, and escorting people from intake center to refugee camp under the auspices of the Catholic aid agency Caritas Internationalis.

“It was incredibly eye-opening,” says Lindsey. “Although it was heartbreaking, it made my study abroad experience more impactful and memorable.” In the process, she tapped yet another well of confidence. Over her 2016 Christmas break, she and 17 other students traveled to New Zealand with Accounting Professor Ross Stewart and Associate Professor of Chemistry Daniel Schofield for their global seminar: “Climate Change: Chemical Basis and Financial Accountability.” Both men are native Kiwis, so they provided unique personal insight into their homeland.

Lindsey finds contentment in good pasta with garlic bread, or in making trouble for an opposing team. As an SPU Falcon, she estimates she was on 20 different intramural sports teams. But perhaps nowhere was her growing confidence more deeply felt than in taking ownership of her Christian faith.

“I had SPU professors willing to talk about faith and who demonstrated what it means to bring one's faith to work,” says Lindsey, who hopes to one day be employed in one of PricewaterhouseCoopers' many international offices, maybe even the one in Auckland, New Zealand.

PHILANTHROPY SPOTLIGHT

The Legacy of Marshall and Muriel Adams

Marshall and Muriel “Middy” Adams shared a deep desire to support the Christian values and higher education that are the mission and focus of Seattle Pacific University. Not only did the Adamses meet at Seattle Pacific as students in the 1940s, but for the 61 years of their marriage, they were faithful donors.

Their Marshall and Muriel Adams Charitable Remainder Trust provided the Adamses with a steady income for their lifetime. Now that they have passed, the Trust funds the Lillian P. Danielson Memorial Scholarship Endowment in honor of Marshall's aunt, who was also Muriel's devoted professor and founder of the SPU speech department.



“This endowment was a part of the original design for both Mom and Dad,” says son Greg Adams, an attorney and trustee of the Trust. “They admired my great aunt, whom I remember well. She was infectiously engaging, charismatic, and just fun to be around.” Danielson was persistent in her determination to make speech at Seattle Pacific worthy of Christian character.

Muriel shared some of her professor's outgoing qualities. A grade school teacher, mother of three, and tutor and mentor of Southeast Asian immigrants, she volunteered at church and through the

various social and service clubs. Well into her 90s, she made and sold unique greeting cards to fund church activities. The grandmother of five and great-grandmother of five also painted and crafted dolls.

Marshall was the leading scorer for Seattle Pacific's varsity basketball team his freshman and sophomore years before World War II altered his education plans. He went into the practice of law. An estate planner among his legal skills, he drafted the Gottfried and Mary Feuchs Foundation in 1961, which in the wider gift planning

world became a pattern for drafting charitable foundations. The former Kiwanis president and chairman of his church board died in 2008, nine years before his beloved Muriel.

Winston Churchill said, “We make a living by what we get. We make a life by what we give.” Marshall and Muriel embodied that truth through lives of generosity and creative financial planning to help others achieve their potential. The three largest recipients of their lifetime charitable giving were their churches, the Tacoma Rescue Mission, and SPU.



Engaging the culture, changing the world®

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SPU IS NATIONALLY RANKED BY U.S. NEWS & WORLD REPORT — the only private university in the Pacific Northwest to make its 2018 Best National Universities list.

SPU students enjoy getting coated in color at the annual Hues of SPU Run, October 5, 2017.



Welcome, Bryan Jones

Bryan Jones, Seattle Pacific University Class of 1999, has joined the endowments and gift planning team as senior gift planning officer. He led Alumni and Parent Relations for the past three years and served Seattle Pacific for more than 16 years in both Admissions and University Advancement.



Working alongside Marlon Sandlin, director of endowments and gift planning, Bryan is delighted to assist SPU alumni and friends in establishing endowments, both for scholarships and program support, and in structuring future gifts to the University through wills, trusts, retirement plans, and other planned gifts. He can be reached at 206-281-2250 or at bryan@spu.edu.

Did you know?

Donors to SPU have established a number of planned gift agreements in support of the University today and into the future.

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Gift Annuities

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Charitable Trusts

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Endowments

Thinking of Selling Your Business?

According to the Exit Planning Institute, 50 percent of private businesses in the U.S. are owned by baby boomers, now ages 53 to 71. If you're a business owner, when the time comes for you to retire and transfer your interest to new owners, whether family members, employees, or others, you'll typically want to minimize your taxes and maximize your profits. But for charitably inclined owners, business succession plans that include charitable strategies also allow you to add a third objective — support of your favorite charities, such as Seattle Pacific University. Transferring part or all of a business to Seattle Pacific prior to sale may produce the following favorable results:

- Reduction or elimination of taxes on long-term capital gains
- A significant income-tax deduction
- Possible use of the gifted portion to fund a life income agreement for the owners
- An opportunity to make a transformative investment in the future of Seattle Pacific

Even if you have already sold your business, you may still be able to use proceeds from this sale as a gift and use the charitable deduction to offset your tax liability.

The rules and procedures for including a charity in your business succession plan are complex, but using your business in this way may help you achieve both financial and philanthropic objectives.

If you would like to discuss this possibility, please contact Marlon Sandlin at 206-281-2257 or msandlin@spu.edu.



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