

Foundation Edition

Spring 2017

Volume XXX

Number One

INSIDE: 2016 LIST OF GENEROUS CHEERFUL GIVERS

chaplains caring for employees since 1984

marketplace

MARKETPLACE MINISTRIES FOUNDATION

"THE FOUNDATION OF GOD STANDETH SURE."

— — II TIMOTHY 2:19 — —

Marketplace is the magazine for Marketplace Ministries Inc., a non-profit, nondenominational Christian organization whose goal is to share God's love in the workplace.

Marketplace Ministries is able to operate because of the tax-deductible contributions made by people like you. In addition to letting you know how the ministry is progressing, Marketplace Ministries wants to thank you for enabling us to continue to care for people in the marketplace.

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Marketplace Ministries exists to share God's love in the workplace by providing an employee care service through Chaplain Teams.

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Marketplace is a publication of Marketplace Ministries. Comments and questions are welcome.

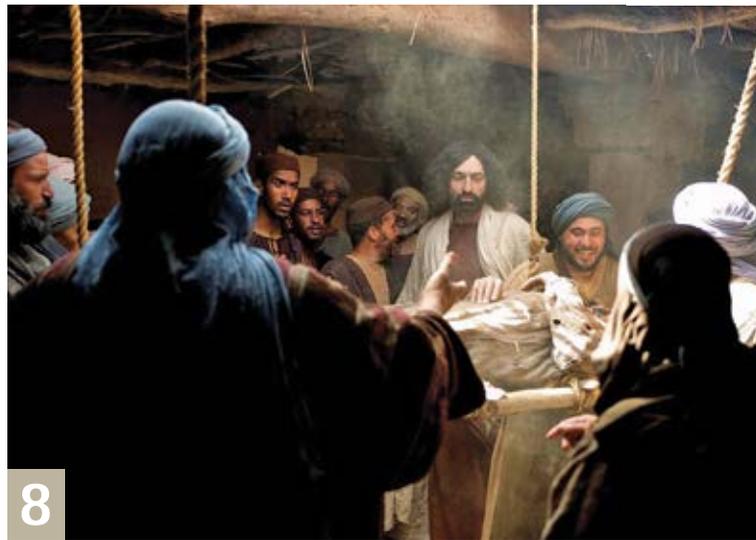
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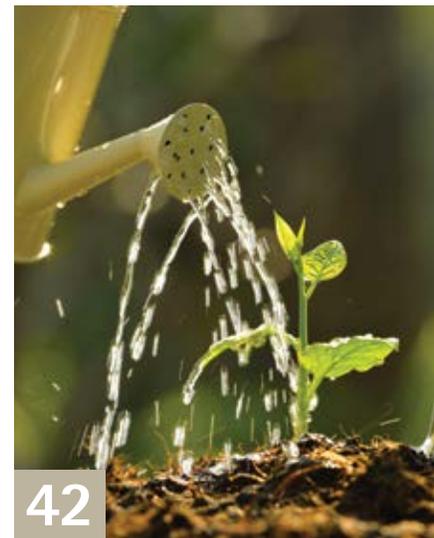
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If you sense a call to chaplaincy, explore the vacancies by going to <http://grnh.se/gtj78n1>

“For no one can lay any foundation other than the one already laid, which is Jesus Christ”

I Corinthians 3:10



foundations laid by men and women. Such foundations are temporal things that will never last. We all know that. From the books of Isaiah to Ephesians, we learn that our chief “Cornerstone” is as foundational as we can get.

The word foundation in the New Testament simply means *basis*. Yes, it is that simple. A foundation is what everything rests upon. I am so grateful that my life is anchored on the *basis* of Jesus’ life and all that he has done for me; what I could not do myself. All that I am is fixed and fastened to the one who loves me and gave his life for me. I am 100% secure because of my true Foundation, the Christ, the *basis* for faith and life.

Our home in Florida had numerous foundation cracks from the shifting clay beneath the floor. How did we know? Cracked floor tiles were found in every room where tile had been laid by the builder. I was constantly repairing broken tiles in the kitchen, entry, bathrooms and laundry room. We did not have a sure foundation under our house. The *basis* was very weak and temporal. It was so obvious.

Here is what a solid foundation (basis) does:

◆ A solid foundation **delivers hope**. Donna and I were raised upon kind and loving family foundations. Knowing we were loved, gave us hope and confidence in our futures. We never doubted that our parents had our backs. We never waived from the certainty that family would always be there for us. That is the same with Jesus. His love, presence and strength is constant. That gives us a solid hope for today and tomorrow.

◆ A solid foundation **allows me to build**. While living in Michigan, we added a dining room to our house. The first step was the foundation. I had to dig over four feet deep

below the frost-line. It was the hardest thing I had to do, digging through solid clay. But, it was worth it. After we poured the cement and fastened in place the heavy foundation beams, we were ready to build. And build we did—a beautiful room, enjoyed by scores of people. Solid foundations can be hard work. But they are worth it. It is a step we cannot skip if we are going to build something, anything. As believers we cannot take a shortcut or avoid establishing our faith in The Foundation of Jesus, His Word, His work and His person. That is what life is built upon.

◆ A solid foundation **outlasts life’s storms**. Jesus told the story of two builders. One built on a rock and the other on sand. Of course, the one who built on the rock, made it through the torrential rains. That is what Jesus does for us. When our lives are built on Him, there is no storm we cannot weather. There is nothing that can destroy our faith and belief.

As you read through “foundation” stories in this magazine edition, I want to encourage you to translate each story and take each thought captive for “The Foundation,” Jesus. He is our rock, our fortress, our hope, the core and *basis* of our faith. He is the one in whom we depend for the future of *Marketplace Chaplains*. Jesus is the one in whom we place our trust, our treasures and our talents. This ministry will last and withstand any storm, as long as we remain anchored to our sure Foundation.

We are building our hope on Him with you,

Doug Fagerstrom
Executive President and CEO

At Marketplace Chaplains, we have a financial Foundation. It is there to provide donors opportunities to give personal funds as we meet the needs of certain projects to accomplish our mission, *bringing God’s love into the workplace*. I want to extend personal kudos and appreciation to Gil Stricklin for his good work over the years, working with the friends of this ministry to invest in our future. Gil, well done!

There is another foundation. The song writer penned, “*How firm a foundation, ye saints of the Lord...*” So, what is that foundation? Or, the better question, “Who is that Foundation?” In 2 Timothy 2:19, we discover “...*God’s solid foundation stands firm...*” So, what does this verse mean?

It is very clear and very simple. The “foundation” Paul is referencing is no one other than Jesus Christ, God’s only Son. Paul wrote to the church, “*For no one can lay any foundation other than the one already laid, which is Jesus Christ*” (I Corinthians 3:10f). He goes on to illustrate that gold, silver and costly stones are



MARKETPLACE MINISTRIES
FOUNDATION®
Endowing Ministry at Work™



THE MARKETPLACE MINISTRIES FOUNDATION

GOD'S PURPOSE AND GOD'S BLESSINGS

BY GIL A. STRICKLIN
FOUNDER AND MINISTRY AMBASSADOR

In 1997, the idea of establishing a Marketplace Ministries Foundation was sown in the hearts and minds of the leaders of the ministry. God used one man to share the concept of establishing a structure for capital gifts so they would grow through investing. Those capital gifts would never be spent; however, the earnings off of the gifts would produce a steady stream of financial income that would sustain and support Marketplace Ministries until time is no more.

Thus, the beginning of Marketplace Ministries Foundation officially began in January 1998. From the beginning, it was evident God was the initiator of this unique approach to Biblical stewardship, and ministry leaders were the money managers, stewards, and overseers of God's financial assets.



A 509(A)(3) is a Foundation organized under a non-profit religious organization or charity with the purpose of financially undergirding the organization it supports. In this case, of course, the Foundation supports Marketplace Ministries, Inc. All ministry assets in the Foundation are for the sole purpose of financially sustaining, expanding, supporting and fulfilling the mission of Marketplace Ministries. Every dollar given, and earned with wise and conservative investing, is for the ministries' use.

From the beginning, when Marketplace Ministries Foundation was only being discussed and all aspects of this unique approach to fundraising and financial oversight was being studied, God's hand of blessing was on it. Even before the federal government approved the application to establish a Marketplace Ministries Foundation, when it was still just a consideration, something we talked about and prayed about, money began coming in marked for the "Foundation," if there was to be one.

FIRST YEAR

In the first year of discussion and planning for a Foundation in 1997, donors gave \$103,075 to the Foundation, which at that time did not officially exist. No one had been asked to give to the Foundation because the ministry did not have one. Yet, money was being given to that effort. Soon there was the Marketplace Ministries Foundation of Dallas, Texas, the fundraising arm and financial support for Marketplace Ministries.

As ministry leaders in the late 1990s prayed diligently about the possibility of a Marketplace Ministries Foundation, they sought God's reasons for beginning such an effort. It had to be more than just "man's idea"; it had to be "God's direction" for "His purposes."



The first reason to have a Foundation is it provides a safe and secure place, over time, for capital gifts to grow through wise and conservative investing.

All of our ministry efforts to finance this Christian non-profit organization must be upheld by the counsel of Holy Scriptures. Proverbs are scattered throughout the Old and New Testaments with exhortations to be frugal, conservative with God's money He places it in our hands to manage and oversee as stewards on His behalf, never owners.

The first reason to have a Foundation is it provides a safe and secure place, over time, for capital gifts to grow through wise and conservative investing. Some funders desire to give capital gifts that are permanently

restricted, never to be spent, and to use the growth off of those funds to provide a continuous stream of money for the ministry.

Other generous givers want to give gifts that are quickly reinvested for pressing financial ministry needs today. When these godly people, like all who give, learn how the ministry reinvested their funds to glorify God and lead sinners to the Savior Jesus Christ, they keep on giving.

All givers fall into one of these two categories. They want their gifts spent now for God's causes, or spent later as a gift that keeps on giving through endowments in the Foundation.

FOUR PRINCIPLES

There are four Biblical principles that guide the Foundation:

PRINCIPLE I of the Foundation:

"Do not spend all of the financial resources God gives you to manage for Him."



We are to save. As the Old West frontiersmen said, "Keep your powder dry," so you will be ready when it is needed most.

Money in the Foundation can be used for many ministry needs. It is not used for "normal" operational budget items. Instead, our business model in serving 775 companies' employees pays for those regular ongoing expenses like salaries, mileage allowance of more than \$1 million annually to cover 2.3 million miles driven by chaplains each year, and many other expenses too.

Foundation money is used for new ministry opportunities. When God "opens a new door" we did not expect or foresee, it is not in the current year's budget. We need to be ready to move forward now, and Foundation funds make those new startups possible today.

PRINCIPLE II of the Foundation:

"Do not presume on God's financial blessings today to be His financial blessings tomorrow."



It is a sin to "presume" on God. It is taking Him and His ways for granted and assuming He will continue always as He is currently blessing today. That is a dangerous approach to God's work and God's provision.

In the Old Testament, we are told there will be seven years of abundance and seven years of lean. There will be a time of God's BEST blessings, and then there will come a time without any or few blessings. The Foundation is preparing for the seven years of lean, without His financial abundance.

When those lean years come as a part of God's Divine Providence, Marketplace Ministries will be prepared to "carry on" for the glory of God and the souls of men brought to the Savior Jesus Christ. We will have our "lamps" filled with oil, our wicks trimmed, and we will be prepared for our Lord to do His work and laboring at His coming again.

BE READY



PRINCIPLE III of the Foundation:

“Be ready with God’s assets when the economy goes *south* and there is nothing but financial loss.”

The United States and world economies are very fickle; up and down, and down and up. We know by experience financial assets can be lost very quickly. Companies we serve today may drop our service tomorrow. What is good today in the economy may be a disaster next week or next year.

The ministry, by God’s leading and empowerment, must be ready for those “financially hard times.” Foundation ministry leaders believe they must have large financial resources available to weather those economic downturns and financial storms that could be on the horizon at any time.

With adequate financial resources on hand, the ministry will not only survive, but continue to enlarge, reaching more and more employees with God’s love and God’s Gospel. Don’t you agree that is a powerful reason to conserve financial resources in our Foundation?



PRINCIPLE IV of the Foundation:

“The federal government will not rescue the work of God.”

Whether Democrats, Republicans, or Independents are running the government, there is and always will be a need for more tax money. With our country in debt trillions of dollars, the future for religious non-profits and charities may look dim. Many predict, not too far in the future, the U.S. government will stop giving I.R.S. tax credit for financial gifts to causes like Marketplace Ministries.

What effect would that have on financial gifts coming to our cause of Christ? What would that do to your giving, since all your life you have been given tax credit for your gifts, lowering your Adjusted Gross Income and reducing your taxes?

When that government change occurs, if it does, then Marketplace Ministries can use every dollar it has invested and saved to continue this work of God. It will not have to slow down or cease ministering because many givers stop giving. We will have preserved those financial assets of the “seven abundant years,” and begin using them wisely to fulfill God’s calling for His work on earth.

WHAT IF CHRIST DELAYS

Occasionally someone asks Foundation leaders, “What if you have millions of dollars in the Foundation and the Lord returns to earth as Judge and King? What then? Is that a waste of His money?” In answering the question, another question is asked by those leaders building financial assets, “What if He doesn’t return now?”

It has been more than 2,000 years, and He has not come back. It may be another 2,000 years before He returns. Only God the Father knows, and we must be prepared for hard times before His Second Coming.

One thing is for certain, everyone agrees we will join Him very soon. We will leave everything behind, all money, possessions, relationships, and family members. Thanatos is the Greek word for death, and it means separation. We will be separated from everything in our world today, for we all come to the end of this life on earth.

The first full official year of Foundation operation in 1998 resulted in \$432,547 dollars under management of the newly established Marketplace Ministries Foundation. This was an increase of \$329,472 donated over the initial conceptual year to this financial support arm of this cause

With adequate financial resources on hand, the ministry will not only survive, but continue to enlarge, reaching more and more employees with God’s love and God’s Gospel.



of Christ. From the beginning, it was evident God was in every aspect of creating the Foundation, and His hand of blessing was upon it.

It took less than 24 months of extending this opportunity for endowed funds in the Foundation to surpass the first \$1 million mark. At the end of the second year of Foundation operation, permanently restricted capital gifts under management was \$1,169,585.

The goal of \$2 million was passed in 2004 with total assets in the Foundation standing at \$2,250,220. The \$5 million mark was passed three years later when funds invested were at \$5,112,756. The doubling of that amount was reached in 2014 with the total Foundation funds at \$10,517,138. Today the Foundation assets are \$10,996,925, with God’s blessings and generous visionary giving.

\$3 MILLION INVESTMENT

During nearly 20 years of having a Marketplace Ministries Foundation, more than \$3 million of the Foundation’s managed assets have been spent for ministry capital improvements, international expansion, educational scholarship support, special ministry projects outside of normal operational budgeted items, and special benevolence needs. Foundation dollars have been a part of God’s catalyst to move the ministry forward



in helping employees and sharing the Gospel of Jesus Christ over the past 34 years.

Marketplace Ministries has a Governing Board that oversees every aspect of the ministry and how it is run day to day. They have written policies that direct all aspects of the ministry carried out by fulltime senior leaders, and effectively led by Doug Fagerstrom, Executive President and CEO of Marketplace Ministries, Inc.

Likewise, the Foundation has its own Board of Directors who have the judicial responsibility for overseeing all funds of the ministry. They interface with two professional money managers, Westwood Trust led by Greg Ballew, and Hodges Capital Management headed up by Craig Hodges, a longtime supporter of the ministry and former Board member. A key responsibility of the Foundation Board is to ensure the asset allocation percentages of the funds are always in balance. When one area of growth exceeds the percentage agreed upon, then assets are sold and redistributed to other types of investments to stay within the agreed upon asset percentage guidelines.

The 2016 Foundation Board was composed of Gil A. Stricklin as Chairman, Mark Lovvorn as Vice Chairman, Ed Bonneau as Vice President, Kyle Hearon as Secretary, Dan Farrell as Treasurer, Calvin McKaig, MD, and Ray Pace. These men have extensive experience in banking, accounting, business, medicine, running Family Foundations, and ministry. All of them are supporters of Marketplace through their prayers and finances, as well as with their time and influence for the good of God's work.

Over the nearly two decades of the Foundation's history, annual financial growth has averaged about \$600,000 a year for 19 years. That is not to say every year the assets have grown by \$600,000; some years the

ministry assets went down and dollars on paper were lost. The years of 2001, 2002, and 2008 were all down years for Foundation assets. Alternatively, there have been other years when the Foundation assets have gained as much as \$1 million in a 12-month period, much more than \$600,000.

Foundation leaders remind supporters, "We are not day traders, and we do not worry if the market goes south. We are 100-year traders, and we know over a long period of time Foundation funds conservatively invested will gain in value, a whole lot of value to support God's work in the work arenas of the world."

The men and women who are funders and servants in this work of God always believe and remember that Emmanuel—"GOD WITH US"—has come to dwell among the shopkeepers and shoppers of this world, as well as employees and chaplains who reach out to support them through acts of kindness and care. As we are reminded at Easter of the Resurrection of Jesus Christ on the third day, we know He is with us in our midst today. As chaplains represent His care, compassion, help, and hope, they are in the workplace as Ambassadors of His love.

Employees and their family members who are sorrowful, suffering, and crying out for help can come to Jesus by faith to experience His grace and mercy and know peace and purpose in a relationship with the Christ. Chaplains are there, with Him, in His ministry of reconciliation for everyone who believes. Thanks be to

God for His unspeakable gift of Jesus Christ and salvation.

That is what the money we raise, a few dollars or a few million, is all about... providing chaplains to touch the lives of some 176,644 employees and their family members spread across North America, and in far distant lands across oceans. That is what God and His money makes possible every day of the year, and it is Biblical too! 



As chaplains represent His care, compassion, help, and hope, they are in the workplace as His ambassadors of His love.





Those Who Primed the Pump

BY ART STRICKLIN
VICE PRESIDENT PUBLIC RELATIONS/CLASSIC EVENTS

Longtime Dallas banker Martin Lovvorn passed away before the concept of Marketplace Chaplains became a reality. But his foresight, and the dedication of his wife and his family, established the concept of the Marketplace Ministries Foundation which was planned to undergird the work of Marketplace Chaplains until the Lord returns.

“Before he died, my dad was very involved in endowments and helping set them up for others. He headed the board of directors for the Baptist Foundation, which aided many churches and projects, so he certainly knew what a positive impact endowments could have for good and for God,” said his son Mark Lovvorn.



MARTIN AND MARY CAROLYN LOVVORN

After Martin passed away in the early 1980s, his wife, Mary Carolyn, served as the first female board of directors member for Marketplace Ministries from 1992-2000. In 1997, she met with Founder and President Gil Stricklin about the new idea of establishing a Marketplace Ministries Foundation and pro-

viding one of the first gifts.

“My mother had such great confidence in Gil and Marketplace Ministries and its unique mission in the workplace,” Mark Lovvorn said. “She did not hesitate in the least to contribute to this unique program.”

While Mary Carolyn Lovvorn passed away in December 2001, she and her family had provided a six-figure gift. Its lasting legacy continues to grow into what has become a part of more than \$11 million wisely invested in the Marketplace Ministries Foundation.

Will Thomas, the current Chairman of the Marketplace Governing Board, whose father,



BILL THOMAS

Bill, was an early supporter and board member at Marketplace Ministries, said the organization of a foundation, devised by Stricklin and initially supported by Lovvorn and others, was the support this ministry needed to continue for years to come.

“Because we target break-even operations in our ministry, the Foundation helps us reach special goals we cannot otherwise reach,” Thomas said. “When there are hard markets or down times, the Foundation can help with operations to be sustainable. It’s a good organiza-

tion and a great opportunity to help others in God’s work.”

More than 140 individuals and companies have been involved in building the Marketplace Ministries Foundation, all with one goal in mind—attempting to strengthen the unique work of chaplains in the workplace until the Lord returns.

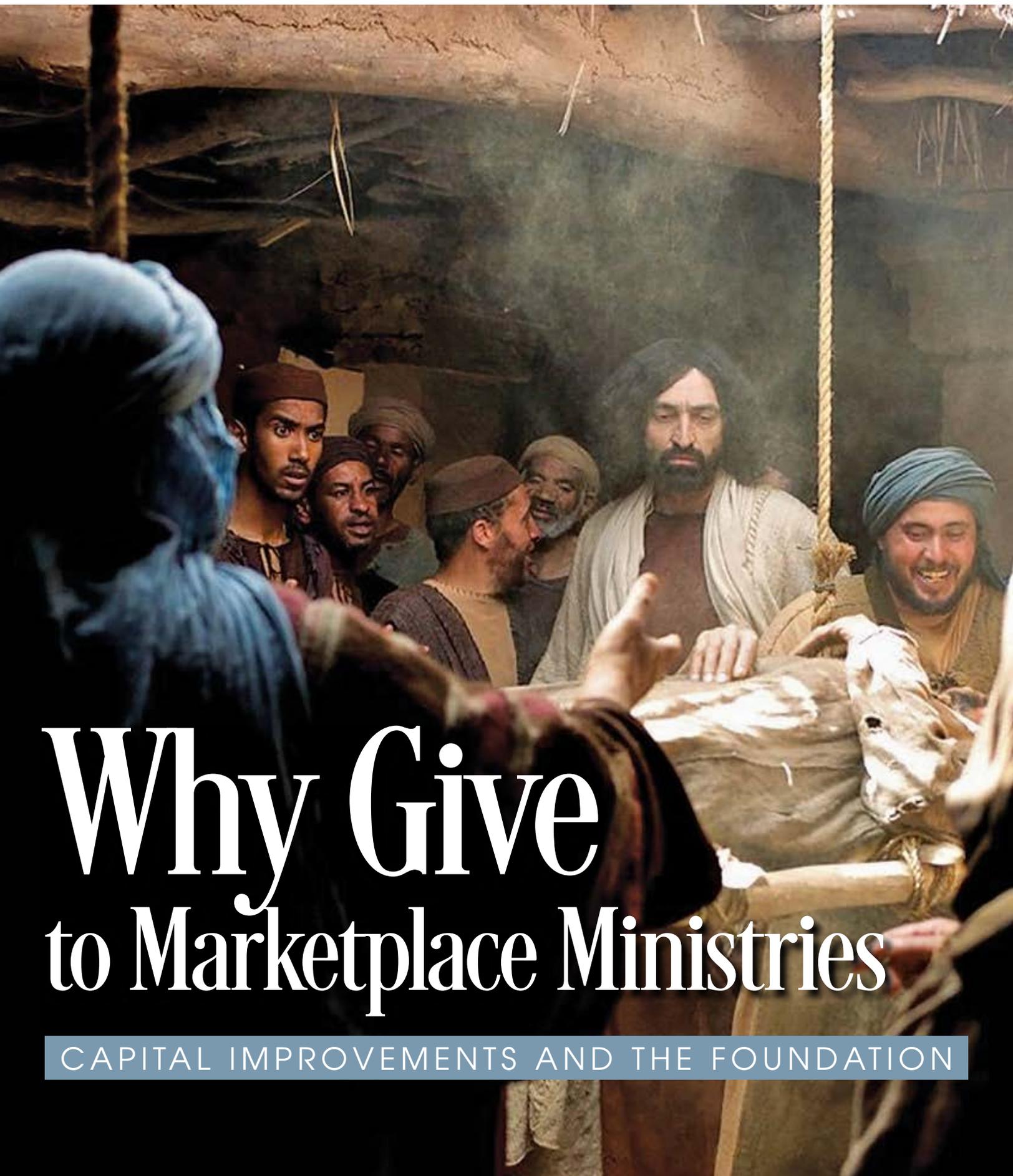
While Lovvorns’ initial gift has increased many times in today’s foundation value, Lovvorn said the unique workplace organization has benefitted from the means of funding forever projects.

“It’s just a great way to earn money until the Lord comes back,” Lovvorn stressed. “It’s ongoing for God’s work. If it’s managed the right way, and we have some excellent people managing it, then it will always be producing income.”

Bill Thomas served as President of Capital Southwest Corporation, a large private equity firm for southwest and national businesses. His son, Will, is encouraged by the way Marketplace Ministries Foundation continues to fund projects of a practical and eternal nature.

A case in point was the recent \$1.6 million purchase of a new computer software platform and technology for chaplains in the field to be able to access information and record data more efficiently than ever. “Given that we don’t price our chaplain service to allow for the development of a new, needed information technology project, the Foundation can be there to provide the funds for the much-needed addition.

“The Foundation also funds other special, necessary projects, and still keeps Marketplace Chaplains’ break-even status in our finances so we can help more people in a tangible way,” Thomas said. ■



Why Give to Marketplace Ministries

CAPITAL IMPROVEMENTS AND THE FOUNDATION



..... “

A wise man of Biblical understanding
is one who knows what he is to do and
goes about doing it.

..... ”

BY GIL A. STRICKLIN
FOUNDER AND MINISTRY AMBASSADOR

There is a time in life to ask the question “WHY” as you consider a particular situation. “WHY” really means “for what reason.” It is the cause or purpose for some action or event.

That is what is being asked now today. What is the reason, cause, or purpose for your giving to an organization like Marketplace Ministries, this effort to touch the hearts and souls of employees and their families with the love of God?

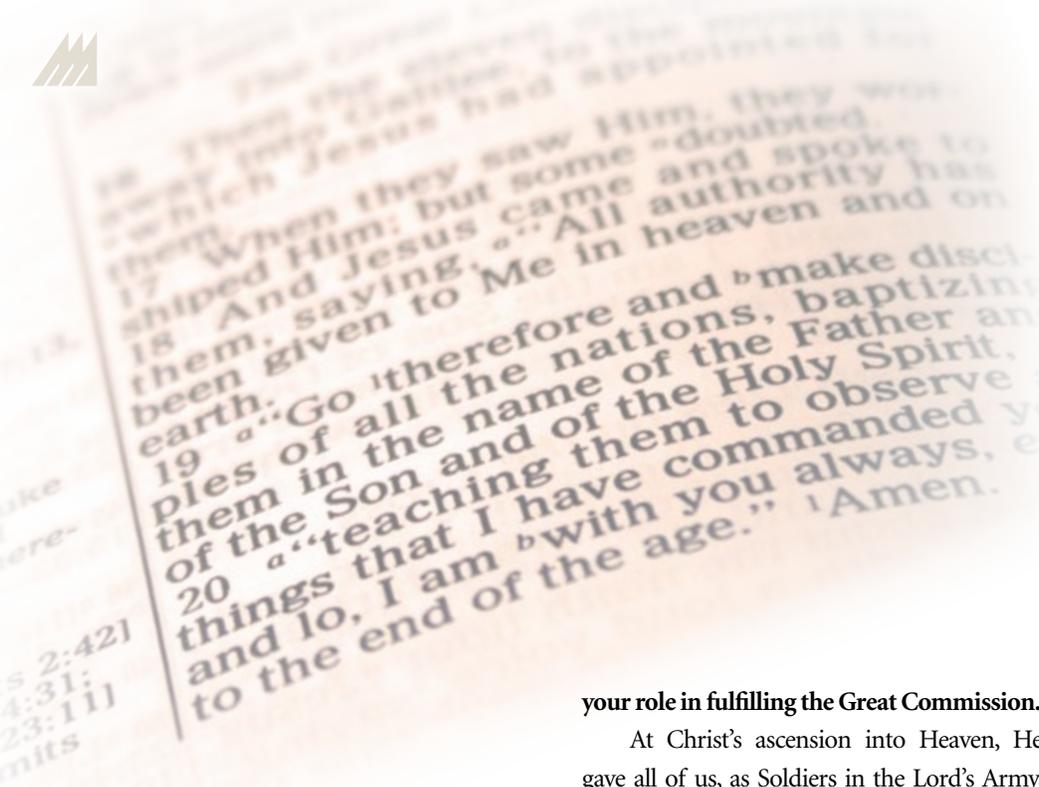
First, to understand the “why” for giving to the Marketplace effort, you must have an eternal perspective of life.

You must grip the concept of living, as Randy Alcorn says, “Not for the dot •, but for the line—.” This life is just a dot in time, 50, 60, 70, maybe 80, 90, or even 100 years. That is nothing, ever so brief, compared to the line—eternity.

The line is the beginning of life in Heaven, where the line of your new life goes on forever, never ending. You need to take your eyes off this life and turn them toward Heaven. You must measure everything you do, every investment of the financial assets you manage for God, every expenditure of your spiritual strength, and every activity you undertake, with the relationship to the line and Heaven.

I remind all of us, our days are not numberless! They are numbered. Our days are few and rushing by like a racing river. When our days are passed, they are gone forever, never to return. Opportunities for giving that produce eternal results are few. Almost all of the things people work so hard at are not lasting and make no eternal difference. Your giving could make a difference for eternity.

Secondly, to understand the “why” of your call to give to the Marketplace effort, you must have a biblical understanding of



dience to His direction for service. You can do everything else; yet, if you are not helping fulfill His Great Commission, if you are not a part of that effort, you have missed the major objective for God's true disciples, His dedicated followers. Giving, praying, and witnessing bring the greatest joy to man.

Finally, to understand the “why” of your call to give to this Marketplace effort, you must have a love for souls, a desire for all men and women to come to Jesus Christ for forgiveness of sins, and claiming His Lordship.

Jesus said on one occasion, “HE THAT WINNETH SOULS IS WISE.” A wise man of Biblical understanding is one who knows what he is to do and goes about doing it. In this case, it is sharing the Good News, the Gospel, the story of Christ's death in our place for our sins, His burial, and on the third day His bodily resurrection.

There are more than 80,000 ministries and charities all across America. There are big ones, mid-size ones, and small ones. They all have a purpose and mission they are seeking to fulfill. They may care for orphans in Africa or the Middle East. They may dig wells for fresh water for people in Uganda or Nigeria. They may build houses for the poor in the inner cities. They may feed the poor on the back streets of Calcutta. They may give medical care, attending to those with physical illnesses in Colombia. They may give clothing and gifts of candy to children worldwide at Christmas. They may provide medicine and vaccinations for children who have AIDS or who are exposed to yellow fever and cholera in many parts of the world. All of these are massive human needs, and we need to help.

These ministries and charities are all good, and they are to be commended for their work, love, and help for others; however, even though they are good, they are not the BEST. Marketplace does not major in doing any of those good and decent things just named.

The bottom line is not to meet the physical or emotional needs of the people of the world. Marketplace Ministries' bottom line is

your role in fulfilling the Great Commission.

At Christ's ascension into Heaven, He gave all of us, as Soldiers in the Lord's Army, our final marching orders. He said these orders were to be carried out until He came again. He has not come back yet, so His standing orders are current, active, and relevant for each of us today.

Almighty God, our Commanding General of the Lord's Army, an Army that fights with care, love, forgiveness, humility, acceptance, and kindness, declared to us as if He spoke these words this morning: **“Therefore go (ye) and make disciples of all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Spirit, and teaching them to obey everything I have commanded you. And surely I am with you always, (even) to the end of the age (end of the world).”**

Don't you want to be a part of a global mission enterprise that is building a strong base in North America so it can reach out to employees around the world? Don't you want to work with and support, financially and spiritually through prayer, an organization that is leading employees to the Savior on more soil than just your own communities? Surely you want to be a part of an effort to fulfill the Great Commission, to be aggressively obedient to our Lord in continuing to fulfill His final direction to us.

You have a great opportunity to be a part of a team of men and women who support His work, to fulfill His order, to be a part of obe-

..... “
Giving, praying, and
witnessing bring the
greatest joy to man.
.....”

leading people to Jesus as Savior. If you do not pray for the lost, and you do not have a concern for those who do not declare Jesus as their Savior for the forgiveness of sins, then I don't think you would have much interest in giving to our organization.

A great majority of people who pray for us, financially give to us, and encourage us in the battle are people who love Jesus and want everyone else to love Him too. They have an evangelistic heart with a Christ-centered mission.

God calls many people to do many good things in His name. Do not say, "Gil Stricklin thinks winning souls is the only valid ministry of God." I have not stated that! However, you can quote me as saying, "Winning people to Jesus is the most important service to Christ any person can perform, and that is what Marketplace Chaplains do every day and every night. That is why we are in the marketplace; that is our primary purpose, our life's blood in sharing the Gospel of God's love. You are most like Jesus when you are sharing the Gospel."

Oh, I hope and pray you know we encourage people, help people, and give benevolence funds to provide financial support for many human needs. Why, I could share story after story of how we have financially helped people cover funerals costs, pay for a doctor in Honduras to operate on a mother of an employee, get old cars repaired for single mothers so they can get to work, and buy food and toys for poor families at Christmas.

We do all of that; however, if we are not sharing the Gospel, telling everyone we come in contact with that God loves them and they have done nothing to thwart His love for them and He wants them to spend eternity with Him in Heaven, then we have failed. We have drifted from our primary mission, our calling. We are nothing but a sanctified secular social service, and there are already enough of those; however, there are not enough ministries and organizations with the sole purpose of leading people to the Savior, to meet their need at their time of death.

There is a story in the Bible about four good men who brought their friend who needed healing to Jesus. You know the story. They couldn't get him close to our Lord because of the crowd in the house. Yet, he needed to be healed and Jesus could do it. He had friends who cared!

They went up on top of the house and tore a hole in the roof big enough to lower the man down on a strong mat strung with four ropes. Jesus rewarded their faith and compassion for their friend and healed him.

Have you ever thought about who paid to have the roof repaired? The homeowner? The four friends? The man healed? Those in attendance to hear Jesus? Who paid?

There must be money to pay for those brought to Jesus. Asking for money has been my sole responsibility for the past two years. I don't lead the ministry. I don't make decisions for the ministry. I don't hire or fire. I seek to provide for the ministry a strong financial base on which to operate today and in the future.

A whole lot of good and godly things have been funded by generous, godly people through our Foundation. There are assets for future doors of ministry opportunities God opens, and for seven lean years during difficult financial times.

Every day I pray, "Lord, give us the funds you want us to manage, and help us manage them well, pleasing Thee." That is all we ask! If God nudges your heart to support us financially, then give; if not, do not give. Both ways are right! 🏡



Marketplace Ministries' bottom line is leading people to Jesus as Savior.





Stories on Endowments

BY ART STRICKLIN
VICE PRESIDENT PUBLIC RELATIONS/CLASSIC EVENTS

In Proverbs 9:1 in the Old Testament, there is a verse that talks about the seven pillars of wisdom, “Wisdom hath builded her house, she hath hewn out her **seven pillars**” (Proverbs 9:1). The **foundation** of the house of wisdom is “the fear of the Lord...”

Over the past 20 years, dedicated supporters of Marketplace Chaplains have made a similar commitment to support the unique and innovative workplace ministry with some of the first and most significant endowments to the Marketplace Ministries Foundation.

More than 140 people, pillars of wisdom all, have established endowments to carry on the cause of Marketplace Chaplains until the Lord returns. Each person and endowment is important to the eternal cause; however, there are seven pillars of various shapes, sizes and purposes that stand out.

Each pillar is dedicated to honor a family member, or close personal friend, and structured to benefit the workplace ministry they have experienced first-hand, up close and personal. Here is a look at Marketplace Ministries Foundation pillars of wisdom and the people behind them.

The Martin C. and Mary Carolyn Lovvorn Memorial Endowment

The Lovvorn’s were among the first to be counted on to support the Marketplace Ministries Foundation (see the “Those Who Primed the Pump” article on page 7 for a more extensive account of this endowment).

The Carl T. and Elizabeth Ann Lord Honorary Endowment

In the latter stages of their earthly lives, Grapevine, Texas, couple Carl and Elizabeth Lord have not been granted tremendous physical health or tremendous financial or temporal wealth. This faithful couple does not complain, does not despair, and does not worry. They are called, as are all Christians, to be faithful to the heavenly call in all circumstances. That calling, which they seek to fulfill each and every day, is one of the reasons they established their endowment to support and enrich the mission of Marketplace Chaplains.

“We wanted to set up an endowment which would be helpful to others, and especially for a service which is beneficial to so many people,” said Elizabeth Lord, who speaks for herself and her hus-



band. “Our funds accomplish this so much better at Marketplace than anywhere else I know. The money will continue to grow, and it will always be there for those who need it through this great service.”

Their endowment was first established in 2015 to help those individuals cared for by Marketplace Chaplains in the U.S. and all around the world.

“When the Lords have left this life for their Home in Glory, the financial support from their decision to establish an endowment will help guarantee the ministry serves for a marathon, not just a 100-yard sprint,” reads the endowment wording. “The result of their wise investment in the Foundation will give financial assistance in touching thousands of lives around the world for Jesus Christ.”

“They are making a LEGACY GIFT, a mark for God in eternity that can never be erased.”

“Everybody can’t do the same thing, but we’ve done our part and it can go on forever.”

Elizabeth Lord and her husband don’t use a megaphone to trumpet their gifts or their lives of sacrifice and service, but instead display a quiet acceptance of the pilgrim’s path of long obedience to Christ and His work on earth. However, Elizabeth does have a quiet challenge for those considering their own contribution or endowment, perhaps a person or a couple blessed with more physical health or financial wealth. “Everybody can’t do the same thing, but we’ve done our part and it can go on forever. I hope others will do their part.”

The John B. III and Letitia McKibbon Honorary Endowment

John McKibbon has been part of his family’s caring business in the hospitality industry for more than a quarter of a century, as long as he can remember. Unlike many kids with a paper route or lawn service, McKibbon’s first job was folding towels and washing dishes at a Holiday Inn his family ran in northeast Georgia.

After getting his degree in hotel management, McKibbon rejoined the company in 1977, and now serves as Chairman and Chief Executive Officer with nearly 900 employees in six southeastern states.

He has seen first-hand the stress and strain of travelers and the employees who serve them and said chaplains have played a key role in the success of his lodging business. “The chaplains are not officially connected as employees of the company; however, the service is a benefit greatly used,” McKibbon said. “We wouldn’t provide chaplains if we did not know this was an important benefit used by our employees and their families. We have seen our turnover rate go down because our chaplains are showing, in many practical ways, that we do care and value our people as very important.”

“There is more to business than seeing how much money you can make and seeing how big you can get,” he said. “We never want to lose focus on the most important thing—people’s lives, hopes and dreams. There are some things that are eternally important.”

The McKibbon Endowment was given with the desire and prayer that investment growth will produce a stream of financial support for Marketplace Chaplains until the end of time. “This initial gift is a capital gift that will never be spent, and only the earned income will be re-invested in direct support of the Ministry,” the endowment reads. This hospitality family wants to see chaplains serving long into the future.

Stories on Endowments

The Fred James and Billie Lou Betts Schultz Memorial Endowment

Johnny Bledsoe and his Sturdisteel stadium seating company was among the first companies in Waco, Texas, the first city outside of Dallas, to use Marketplace Chaplains.

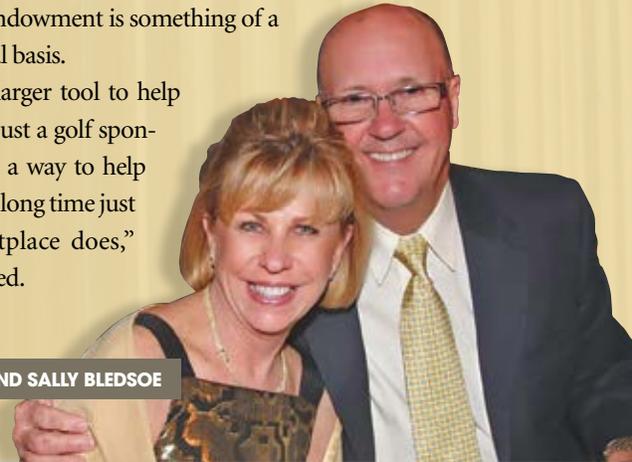
He and his wife Sally established this endowment to honor Sally's parents, who first established the company he continues to lead today. Bledsoe has had chaplains in his busy industrial firm for many years, and he has seen firsthand the benefit to his employees and their family members.

“It's a larger tool to help others, not just a golf sponsorship, but a way to help people for a long time just like Marketplace does.”

“We just wanted to do something to honor our parents, and to help the Stricklins and the ministry they created here,” said Bledsoe.

Bledsoe and his son, Taylor, who will one day take over the company, have been longtime supporters of the Marketplace Golf Classic to benefit the work of chaplains in North Texas. But Johnny said his family endowment is something of a more eternal basis.

“It's a larger tool to help others, not just a golf sponsorship, but a way to help people for a long time just like Marketplace does,” Johnny added.



JOHNNY AND SALLY BLEDSOE

The Rev. O.W. “Dub” and Grace Agena Efurd Hawaii-Pacific Evangelism Endowment

Oklahoma native, Dub, and Hawaiian, Grace Efurd, spent a vast majority of their lives in the Pacific island state of Hawaii, providing leadership to a number of churches and Christian causes in the islands.

While they passed away within a few years of each other, their son and daughter, Steve and Laura Efurd, wanted to honor them and their long relationship with Marketplace Ministries and its founders Gil and Ann Stricklin.

“Our parents gave their lives to the Lord, and we feel the Stricklins and Marketplace Ministries do as well. With this endowment, their legacy lives on in what they dedicated their lives to doing. They were early supporters of Marketplace

Chaplains, and we are supporters as well,” said Steve Efurd, who now lives and works in Dallas.

“We wanted to support Marketplace Chaplains as part of my parents' legacy,” Laura Efurd added. “If it helps Marketplace and helps bring others to Christ, then it is part of what we want to do. My dad helped start The Hawaii Baptist Foundation, so he knew something about the value of foundations.”

While Marketplace Chaplains doesn't currently serve any Hawaiian-based companies, the Efurd children believe their endowment will continue to bless a work that can bless others for years to come.

“It's the right way to do it, and the right thing to do. The way that Marketplace has grown is amazing and even in our little state, in the middle of the Pacific Ocean, we can spread the news of God's love and His care for the workplace. We can start our own legacies in this way,” Steve Efurd added.

“When I spoke at my dad's funeral, I didn't speak about who is going to fill his shoes because his task is done; it's completed. Now, what are we going to do? It's our turn now. This is one way to do it.”



STEVE AND SISTER LAURA EFURD

The Jerry Lilley Memorial Marketplace Ministries Evangelism Endowment

Jerry Lilley and Gil Stricklin were friends for 70 years long before God put on Gil's heart to begin the chaplain work in the workplace, having grown up together in the tiny north Texas town of Denison.

Jerry and his wife Carolyn were early supporters of the new chaplain work, and Jerry served on the Marketplace Board of Directors. When Jerry passed away, Carolyn looked for a way to honor his ministry and memory, and to continue the work he had encouraged for so long.

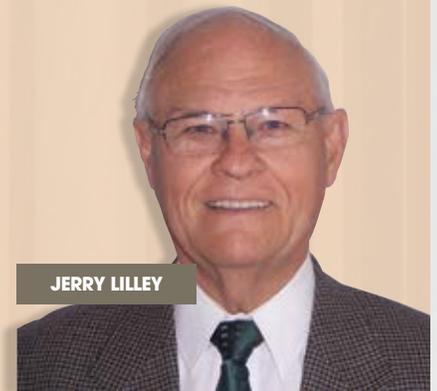
"I knew he (Jerry) would want me to do this. He shared the vision of the marketplace and shared the vision to reach others, and it's really

neat we have an opportunity to do something like this. We were there in the early stages in the 1990s, and it is fun to see its progress and the huge expansion of God's work," said Carolyn Lilley.

Living near her family in Branson, Missouri, Carolyn established the endowment for the work she and her husband had supported for so long. Then, she asked the Lord's help to complete her financial pledge.

"We have asked God to supply our needs for this endowment, and He has always come through. He knows the needs and the goals, and He always comes through. The final answer was when I sold Ed's 1998 Buick Convertible, and that money put me over the top. God always comes through for His ministries," she added.

“God knows the needs and the goals, and He always comes through.”



JERRY LILLEY

The Jo and Wendy Beckham Memorial Marketplace Ministries Endowment

Austin surgeon Pat Beckham, MD, and Marketplace Ministries Founder Gil Stricklin were friends at Baylor University long before they ever considered what God would call them to do in their lives.

Beckham said he saw the same qualities in his parents as in the hundreds of workplace chaplains, and he wanted to establish an endowment to honor his parents and enhance the ministry. "My dad was a businessman and he treated people like a chaplain, always helping them out and treating them the right way," Beckham said. "My mom conducted Bible study and helped others and treated people like a chaplain does."

"Having a chaplain service is such a great amenity for companies, and this endowment is a way to help continue that now and for all time," Beckham added.

Pat's brother Josh said he was grateful to be

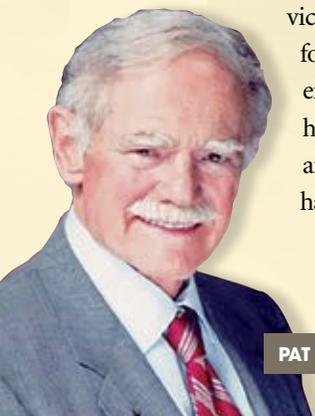
“Having a chaplain service is such a great amenity for companies.”

invited to help grow the family endowment in support of the work of Marketplace Chaplains. "Chaplains have helped so many people, and sometimes the only resource for help and faith that people have can find them smack in the middle of the workplace," said Josh.

A third brother, Sparkey Beckham, joined in this effort too, and has generously supported his family's endowment in the Foundation.

Pat Beckham said he knew Stricklin worked at the railroad yards during his summers at Baylor, and he knows his family endowment can fulfill the same mission. "I see the endowment and the chaplains as a railroad track, parallel to each other to help others. It's a good value and gives good service, and it is hand and glove with our financial support and what chaplains are accomplishing," explained Pat Beckham.

Pillars of financial and Godly wisdom will always stand the test of time. ▄



PAT BECKHAM, MD





Become a Friend of the Foundation

BY GEORGE COTTER
PRESIDENT OF MARKETPLACE CHAPLAINS USA

For every beast of the forest is Mine,
The cattle on a thousand hills.
I know every bird of the mountains,
And everything that moves in the field is Mine.

PSALM 50:10-11

Do you have a passion for a special ministry that impacts the Kingdom for Christ? Chaplains in the workplace do that every day. Even so, there is so much more we can do in partnering with you. For instance, you can begin an endowment of any size to fund your special passion in the Marketplace Ministries Foundation. There are 77 “Friends of the Foundation” Endowments with sizes ranging from \$1 to \$9,999. The investment earnings from these combined funds, totaling \$131,873 at the end of 2016, are used to support various ministry efforts such as international expansion, USA expansion, direct evangelism efforts, general financial support and university scholarships for children of fulltime employees. We have a limited fund to provide financial support to our chaplains and support staff for mission trips where sharing the Gospel is the primary objective. Also, we have a fund for our company employees’ benevolence when disasters strike, such as their house burns to the ground.

Generally speaking, Marketplace Chaplains is a somewhat narrowly focused ministry to take the love of Christ to the workplace. However, there are many other opportunities to share Christ’s love and/or share the gospel, which may be your passion. We would love for you to sit down with our CEO, Doug Fagerstrom, and discuss your vision.

Much like Psalm 50, as Christians, we know everything belongs to God, for He created it. He has given us the responsibility to be good stewards. Of course, your church comes first. I ask you this, is there a passion God has given you that an endowment can support to impact the Kingdom for Christ?

If you can dream it, God can do it. 

Funders Who Give from Their Foundation to Ours



Givers Used 17 Other Foundations to Support the Marketplace Ministries Foundation in 2016

BY GIL A. STRICKLIN
FOUNDER AND MINISTRY AMBASSADOR

Foundations located in Indiana, Colorado, Georgia, Florida, Pennsylvania and Texas sent financial gifts to God's ministry in the marketplace, as advised by their donors, to the Marketplace Ministries Foundation of Plano, Texas.

Some 22 individuals and families directed \$214,198 through their foundations to the chaplains' ministry at work during 2016. The largest gift was \$40,000 while the smallest contribution totaled \$100.

Some of those foundations included Porter County Community Foundation of Valparaiso, Indiana, National Christian Foundation of Alpharetta, Georgia, and the Hobbs Foundation of Tampa, Florida. Also, additional support came from the Forester Family Foundation of Fort Lauderdale, Florida,

the Kimberly A. Foundation of Longboat Key, Florida, the Jaber Family Charitable Foundation of Duluth, Georgia, and the James S. Herr Foundation of Nottingham, Pennsylvania.

Some contributing foundations in Texas were the Paul and Jane Meyer Foundation of Waco, The Ginger Murchison Foundation of Dallas, the Sondra Nelson Pace Foundation of McKinney, The Boyd and Joan Kelley Charitable Foundation of Wichita Falls, The Furr's Wishing Well Foundation of Plano, The Hamill Foundation of Houston, IPC National Charitable Foundation of Dallas, Greater Houston Community Foundation, Communities Foundation of Texas, and the East Texas Communities Foundation of Tyler.

"We are deeply grateful for every gift to this ministry," said Gil A. Stricklin, who has served as a leader of the Marketplace Minis-

tries Foundation since its beginning in 1998. "The gifts that come out of someone's foundation, whether national, communities, local or private, are very special to sustain this work of God on earth."

He went on to express almost every person who has given from their own foundation assets are his personal friends, as well as friends of the Marketplace effort throughout North America, and far off countries as well.

Paul J. Meyer was one of the first businessmen in Waco, along with Earl Patrick and Jim Stewart, who hired Marketplace Ministries Chaplains' service for several of his local companies. Chaplains have cared for hundreds of his employees since 1986, as Waco was the first city outside of Dallas to implement chaplains for employees.

Paul and Gil Stricklin were close friends,

as this very successful Central Texas businessman was one of the greatest encouragers of the ministry ever. Paul wrote on one occasion Marketplace Ministries was the most successful, efficient, effective and dynamic Christian ministries he had ever encountered anyplace in the world.

This godly, good, and generous Christian man made Heaven a better place when God called him Home on October 26, 2009. His wife, Jane Meyer, their family and friends established *The Paul J. Meyer Memorial Marketplace Ministries Endowment* in the Marketplace Ministries Foundation of Plano, Texas, in 2014. “The earned income off of the capital gifts to his endowment will help sustain this ministry until Christ comes again,” said Foundation officials.

“Paul and Jane Meyer have been some of our most generous supporters. They not only hired us to care for their employees, but they have given several additional contributions, making a huge difference in our cause of Christ,” explained Stricklin. “They truly ‘excel in the grace of giving.’”

Possibly the most unusual gift to come to the Foundation was given by board members of Furr’s Cafeterias, who had Marketplace Chaplains in their restaurants at one time. Ken Reichart, who was an executive at Furr’s, also served as the Chairman of the Board of their

Furr’s Wishing Well Foundation.

This Foundation was set up for employees’ benevolent needs. When the company was sold, the Furr’s Wishing Well Foundation Board voted to give its financial assets to Marketplace Ministries Foundation. Their check of more than \$50,000 established *The Furr’s Wishing Well Benevolence Endowment* in the Marketplace Ministries Foundation to help meet the needs of employees and their families who are cared for by Marketplace Chaplains.



DON WILLS

Don Wills is the president of the board of The Ginger Murchison Foundation, named in honor of this dear and devoted East Texas humanitarian. She placed her assets in her foundation to help and care for people with health, education, and scores of other needs. Her gifts have gone to hospitals, libraries, and various schools, as well as many other civic endeavors that sustain and help individuals, both young and old.

Funds came from her assets to create *The Virginia L. “Ginger” Murchison Memorial Marketplace Benevolence Endowment* in the Marketplace Ministries Foundation. The board of her foundation elected to support, through this workplace ministry, employees and their family members with pressing or emergency financial needs.

“We are confident Ginger would be joyfully pleased some of her financial assets are going to help employees and their families,” said Wills. “She was a caring person, a lady of compassion, and had a love for all aspects of life and living. Her vision for helping others was broad and deep, which certainly entailed benevolence for those in need.”



JOHN AND LETITIA MCKIBBON

J. Gregory Winchester of Milton, Georgia, John McKibbon of Tampa, Florida, Steve Luse of Aurora, Illinois, and Earl Patrick and his family of Waco, Texas, all have established “Donor Advisory Funds” in the National



Christian Foundation of Atlanta, Georgia.

Each of these individuals, and/or their families, has selected Marketplace Ministries to receive funds out of their giving accounts. Some have given very large gifts in establishing endowments in their family name or honoring a loved one.

Other individuals, seeking to be faithful stewards and managers of God's money, organized their assets in another foundation several years ago. Godly and generous individuals like Meriam Calabria of Dallas, J. LeGrande and Cassandra Northcutt of Longview, Texas, and Jack and Jody Allen of Sarasota, Florida, all have their "giving" assets in foundations they know and trust. Their giving to God's causes are dispersed out of the foundations they use.

Their money, like all financial gifts to Marketplace Ministries, is used to sustain and support this work of God on earth in the workplaces of the world.

Ray and Sondi Pace feel they are only God's overseers of the assets they manage for Him. When they were blessed abundantly with much financial responsibility, they formed their own private family foundation, the Sonda Nelson Pace Foundation. They have CPA accounting support, financial management, and tax legal counsel to help care for the assets they manage.

"Sondi and I don't feel we own any mon-



ey, stocks, bonds, gold or anything else, for we just manage it all for our Lord," said Ray Pace. "We seek where God wants us to give, and how much, and then we give with great joy."

This dedicated church couple gives to many Christian causes beginning with their church where they worship each Sunday. Other Christian organizations close to their hearts are Fellowship of Christian Athletes, Camp Fire Girls & Boys, and, of course, Marketplace Ministries.

Ray Pace has been on the Marketplace Ministries Board of Directors since 2001, and now serves on the Advisory Council and Marketplace Ministries Foundation Board, bringing his business and foundation experience, along with his faith commitment to help build a strong financial and prayer base on which the ministry can function.

Over the past two years, the ministry has received nearly \$18,000 provided by scores of

individuals during the North Texas Giving Day each September. The day encourages generous giving and has been the work of Communities Foundation of Texas, headed by President and CEO, David J. Scullin, of Dallas.

Many Christians who follow the teachings and requirements of Jesus Christ adopt what author and Christian ministry leader, Randy Alcorn of Eternal Perspective Ministries calls "The Treasure Principle." This idea is composed of several concepts dealing with and handling money.

A focus of this Biblical concept is you will leave everything behind. You will be separated from money, family, relationships and everything else. Thanatos is the Greek word for death; it literally means separation. We will leave all money for someone else. You can take none of it with you!

However, there is a way to keep money for all eternity...send it on before you as you give to God's causes, and in so doing you make a deposit in your Heavenly Bank Account. The person who gives to our Foundation, which goes to His ministry in the marketplace, is making a legacy investment that will never lose value. These funders who give just might hear the Lord say to them one day, "Well done good and faithful steward, you managed my money well. Your reward awaits you now!"





Golfers Have Added the Most to The Larry A. Ramsey Memorial Endowment

BY ART STRICKLIN
VICE PRESIDENT PUBLIC RELATIONS/CLASSIC EVENTS



Larry Ramsey



Previous Dallas Putting Contest Winner George James with Mary Ramsey-Chesnutt.

Larry Ramsey, one of Marketplace Ministries most positive, funniest and beloved former staff members, watches from Heaven as his endowment grows primarily through one of sport's most frustrating, often upsetting, athletic contests—golf.

The Larry A. Ramsey Memorial Endowment was begun in 2007 after he passed away from his battle with cancer. Since the initial donation, financed through gifts given in his honor during his Dallas funeral service, the majority of donations have come from the Larry Ramsey Putting Contest held in Dallas during the annual Marketplace Golf Classic every fall. The endowment honoring the memory of the former Vice President of Marketing now stands at \$212,140.

“After the funeral we had this money, and Gil said he wanted to honor Larry with it in an endowment.

“Then we started the putting contest, and Larry would get the biggest kick looking down from Heaven and seeing us adding money each year. His endowment continues to grow every year. We can spend it for critical needs or use it to honor future Marketplace projects,” said his wife Mary Ramsey Chesnutt.

Ramsey, along with the person he hired who would eventually replace him, Jason Brown, plus others in the organization would sometimes take advantage of good weather and the opportunity to chase the golf ball on a local course. Now, every fall, money is added to the ever-increasing endowment thanks to the Marketplace Dallas Golf Classic putting contest.

“I’m sure he is thrilled watching down from heaven to see the golf tournament and the involvement in the endowment,” his son Michael Ramsey said. “It’s tied to a recreational activity he loved and a ministry model he loved. It is a true win to everybody involved.”

Larry Ramsey came to Marketplace Chaplains from the corporate world of Radio-TV sales. He used his winsome personality and positive nature to influence some of the earliest companies to sign up with Marketplace, sometimes even using the green grass setting of the golf course as the sales presentation backdrop.

Longtime ministry supporter Bob Chitwood was a friend of Ramsey’s from church, and one of the first

donors to *The Larry A. Ramsey Memorial Endowment* through his cash contribution at the putting contest. He said he couldn't think of a better way to honor his long-time friend and golf partner.

"It's just a cool deal to honor Larry in this way; it's amazing," Chitwood said.

Mary Ramsey Chesnutt said she has been amazed at the continued growth for a cause he loved and a sport he played. "I just can't believe how much it has grown and the size it has reached. It would be such a thrill for Larry to see this money being used in God's way for this ministry."

Her memories of her husband's transformation from a titan of the media business world to a titan for God's business is still surprising even decades later. "I still remember the first day Larry came home to tell me about this new ministry and how he might be involved. Then God put it on his heart to call Gil (Stricklin) almost a year later saying he wanted to be involved.

"I was thinking I don't know how God can use you from a radio and TV background, but he did mightily. This endowment is another way to honor Larry and grow the ministry he was so involved in. It's a way to continue to grow God's work."

With a wife and two kids, not to mention a busy job, Michael Ramsey doesn't have the time to play much golf these days. However, he will always remember the transformation in his dad's life because of the ministry in the marketplace.

"He loved Marketplace Chaplains as such a unique ministry, and for the rest of my life when I think of him, I will think of the dedication of his work life from Radio/TV to Marketplace and how he was able to make a difference through his life. That's what this endowment is going to continue to do, make a difference in someone's life."

So this fall, scores of golfers will gather around a close-groomed putting green trying their golfing luck, hoping for the best. Some do not know that with each stroke, with each dollar contributed, they are honoring a man who loved God, loved people, loved golf, and loved mixing them together.

Larry was a golfing champion for God's marketplace cause. 🏌️



Foundation Gifts in Memory of Special People

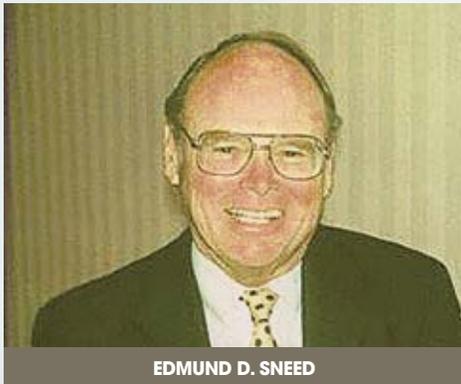
BY JIM TERESCHUK

EXECUTIVE VICE PRESIDENT – MAJOR COMPANIES

Marketplace Ministries is a very special ministry built upon the love, labor, prayers and gifts of many individuals. Over the years business leaders have offered their businesses as consecrated mission fields where our chaplains can minister. Business and ministry leaders have lent their expertise, time, and treasure to help oversee and expand the ministry across the U.S. and outside its borders. Individuals, couples and families have given their hearts, prayers and financial gifts, partnering with Marketplace Ministries to see God's work advance. Hundreds of men and women have given their hearts and

lives to come alongside hurting employees and their families to serve as administrative personnel and chaplains.

As the years have passed, some of those early ministry partners have been called Home into Christ's presence, and yet, their influence continues in the form of an endowment that has been established in their name and memory in the Marketplace Ministries Foundation. Here we highlight just a few to remind us of the many who have given so much, and in many ways, to advance the Cause of Christ and His Kingdom, supporting God's work at work.



EDMUND D. SNEED

The Edmund D. Sneed Memorial Endowment

The Edmund D. Sneed Memorial Endowment is one of the oldest and largest endowments in the Foundation. Ed was on the Marketplace Ministries Board of Directors from 1992 to 1998 and also served as Chairman. He was one of the early leaders of Marketplace Chaplains and would travel frequently with Gil promoting the benefits of Marketplace Chaplains. Ed was a lifelong friend of Gil Stricklin, growing up with him in the small town of Denison, Texas, attending Baylor together and then serving together.

This endowment was established by Ed's wife, Ann, and their son and daughter. Ann is currently on the Advisory Council for Marketplace Ministries. Their son, David, continues his connection with the ministry by playing in the Houston Golf Classic.

The Stephen A. Oliver Sr. Memorial and Kathy Crawford Oliver Honorary Endowment

The Stephen A. Oliver Sr. Memorial and Kathy Crawford Oliver Honorary Endowment honors the memory of a strong supporter of chaplain ministry in the workplace, as well as Marketplace Ministries. This endowment was established to support the worldwide enlargement of this ministry service in businesses. Mr. Oliver served on the Marketplace Ministries Board of Directors from 2005 to 2009, and later on the ministry's Foundation Board. He faithfully traveled from Kansas City to Dallas and was heavily involved in the leadership of Marketplace Ministries for several years.

Steve also provided Marketplace's first company in Kansas City. He hired Marketplace Chaplain's Employee Care Service in 1998, and we served his employees at all of his dealerships until he sold his business in February of 2009. During that time, Steve made friends with every chaplain who walked into his stores...many who continue to serve with Marketplace today.

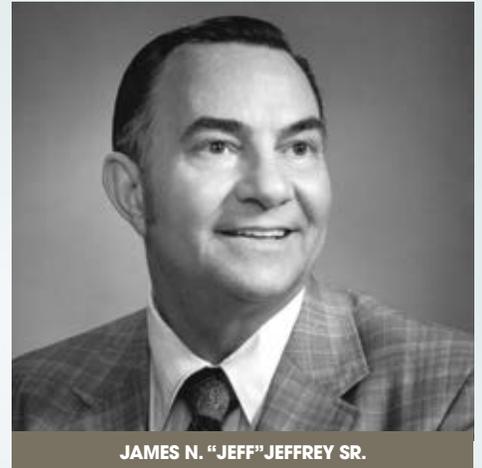
This endowment is a gift to continue the legacy of Steve Oliver and was begun by his wife, Kathy, and sons Stephen, Jr., and Benjamin, on February 20, 2015. Steve's legacy also continues in the chaplains who improved their ministry skills in his stores and the countless lives of employees impacted by the love of Christ. With Christ as our Savior, we will join Steve in Heaven one day before long.

The James N. “Jeff” Jeffrey Sr. Memorial Endowment

The James N. “Jeff” Jeffrey Sr. Memorial Endowment honors the memory of Jeff Jeffrey who served on the Marketplace Ministries Board of Directors from 1984 to 1991. He was one of the ministry’s original board members, providing leadership and direction, and enabling the ministry to grow. He was a great friend of Gil Stricklin, as well as the ministry. He was instrumental in introducing Gil Stricklin to Paul and Jane Meyer in the early 1960s (More about them later.)

Jeff was the national executive director of the Fellowship of Christian Athletes from 1963 to 1972. He became director of human resources for the House of Lloyd in 1987 and was Vice President of its Share Foundation. His son, Neal Jeffrey Jr., has been on the Board of Directors from 1999 to present (now the Governing Board).

This endowment was established in 1998. This endowment was a gift honoring his life and legacy by his wife, Frances, his three sons, Neal, John, and Jay, his daughter, Jan Akin, and other family members and friends.



JAMES N. “JEFF” JEFFREY SR.

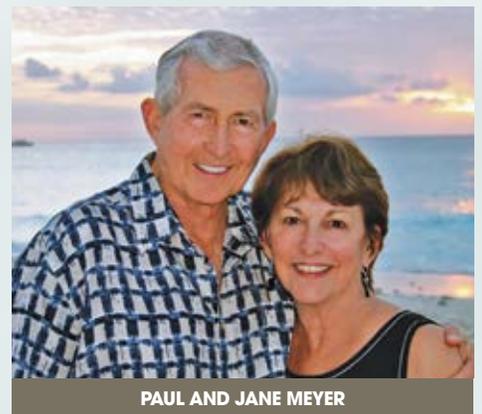
The Paul J. Meyer Marketplace Ministries Endowment

The Paul J. Meyer Marketplace Ministries Endowment was established by Mrs. Jane Meyer in 2014 to not only honor, but also continue, the life and legacy of her husband, Paul, in the marketplace. Paul’s companies in Waco, Texas, allowed the ministry to hire its first chaplain outside the Dallas area in 1985. The first client company in Waco was Jim Stewart Realtors, followed closely by Paul J. Meyer. Paul signed up seven of his companies, allowing the ministry to grow quickly in Waco.

Paul J. Meyer was also a man of faith and vision. Paul shared his faith and vision with anyone who would listen. His coupling of faith and vision influenced many—in business and in life. One of those was President Todd Milano of Penn College in Pennsylvania. When President Milano heard Paul’s passion about using chaplains to serve his employees, President Milano sought out Marketplace Chaplains to serve at his campus locations.

Paul and his wife, Jane, also extended their love and generosity to many. The financial support The Meyer Family Foundation gave to Marketplace Ministries, and countless other ministries, is remarkable. They gave extensive dollars to this ministry in helping expand its reach across the USA, the United Kingdom, Mexico and Puerto Rico. Their contributions, along with many others, made it possible for the ministry to reach places and people that had been impossible to reach. Only eternity will reveal the extent of the riches of His grace.

Over the years, 55 Memorial Endowments have been established in the Marketplace Ministries Foundation. Each one of these was given to recognize the life and legacy of a special individual who remains special to their friends and family, special to God, and very special when it comes to advancing His Kingdom now, and in the days ahead until He returns. We thank God for His gifts of those individuals he selects and sends to help us accomplish His work. May we do so endowed with His Spirit and for His Glory. ▀



PAUL AND JANE MEYER



Planting Seeds for God!



BY BRIAN HORNER
COMPANY CARE LEADER, HOUSTON, TEXAS

There is a Chinese Proverb that goes like this, “The best time to plant a tree was 20 years ago. The second best time is now.” Thankfully, thousands of individuals have made, and are continuing to make, the decision to sow their resources toward the 143 total endowments established in the Marketplace Ministries Foundation. These endowments are reaping considerable fruit for the Kingdom. Three have the extra significance of being designated to honor personnel in the ministry, two honoring individuals, and one honoring every chaplain and staff member at Marketplace Chaplains.



CHAPLAIN LANE PARK

The most recent of these three endowments, *The Chaplain David “Lane” and Carolyn Park Workplace Evangelism Endowment*, was established in 2014 by a loving bride, Carolyn, in honor of her husband. Carolyn and Lane have been married for nearly 60 years. She wanted to honor her sweetheart for his 12 joyful years of service as a chaplain with Marketplace Chaplains, until Alzheimer’s started taking its toll.

While Lane still wears his chaplain’s badge as he ministers to his fellow residents in a long-term care facility, the initial \$25,000 gift Carolyn made in his honor is also working to touch lives and help other chaplains continue the work Lane did so wonderfully for so many years in the marketplace.



CHAPLAIN CLOIS SMITH

Another endowment honoring a Marketplace chaplain, *The Chaplain Clois R. Smith Honorary Endowment*, was established by Bruce and Linda Williams, he being a former executive with an oil company and owner of Irma’s Southwest Grill, a highly popular establishment in the downtown Houston food scene. Both businesses have enjoyed the rewards of having chaplains call on their employees each week.

Bruce and Linda’s gift of \$100,000 in 2007, to honor Chaplain Clois Smith of Katy, Texas, keeps on giving, allowing the ministry to fund expansion into new markets and cover the costs of capital improvements often not covered by the operating budget of the ministry. Clois also keeps on giving and giving, just as he did in his first year when he joined Marketplace Chaplains in 2000. With every company visit, Clois brings a smile, an encouraging word, and the love of the Lord to everyone.

The Chaplain and Staff Endowment, which honors every person employed at the ministry, is the oldest of these three endowments, having been established in 1998. It was established with the acknowledgment that while money may be given at times to honor a specific individual, in reality, the work of Marketplace Chaplains has been a collective effort of countless souls over the years. This endowment honors all of the Marketplace staff who

are devoted to duty, dedicated to the Lord, filled with faith, and have a deep and abiding passion to serve others in His name.

Every single day, every person, from those serving as staff to the many friends and supporters of the ministry, everyone is in the seed-planting business...planting seeds of hope, comfort, and encouragement which will point others to the Savior. These special endowments are just one way to say “thank you” to all, for the work they are carrying out.

Bruce states, “Once Linda, my wife, and I acknowledged and confessed that all we have belongs to God, it became much easier to invest in Kingdom causes.” He added, “I encourage prompt investing; it’s better to invest now than waiting. Just as we wouldn’t sit on our money and not do anything with it for five years in the financial markets, neither should we sit on our money and resources and hold off giving it back in the Kingdom. Giving and charity is an investment in God’s Kingdom. The returns from these investments are incalculable. We acknowledge it is all God’s balance sheet, simply managed by Bruce and Linda, and we just want to see it be put to good use for His glory.”

“Every once in a while we get to see the fruit from the seeds we plant, and that is a real blessing,” Bruce said. “But often people plant trees knowing they will not personally reap the benefits of the shade, but they plant seeds for God’s Kingdom, knowing one day in Heaven we will see the results of what we have planted.”

Someone once said, “Good things take time, but great things happen all at once.” The seeds we plant today may not appear to be producing much good this day, but one day, great things will come from the good which we do in God’s name and honor.



Givers Choose What to Support in the Ministry through The Foundation

BY DAN TRUITT, P.H.D.
DIRECTOR OF STAFF CARE AND SPIRITUAL VITALITY

Since 1998 individuals and families have invested their resources through the Marketplace Ministries Foundation to support a variety of Marketplace Ministries' initiatives and ongoing efforts to reach the workplace with the love of God. Givers have chosen and designated various projects that reflect their particular heart interest in the work of chaplains in the workplaces of the world.

It is not surprising one of the most popular funding objectives for many of these sustaining endowments is evangelism in the work-

place—the commitment of chaplains to bring the gospel of the Lord Jesus Christ to people at work through acts of compassion and their words expressing the truths of the gospel of the grace of God. These generous contributors have joined their hearts and financial resources to provide funding for the ongoing effectiveness of evangelism, the undergirding calling of chaplains in the workplace. Eleven endowments have *Evangelism* as the primary identifier in the name of the endowment.

Two of these funds serve as examples of the hearts of these generous givers. One is *The*

Bobby C. and Susan Albert Family Marketplace Evangelism Endowment. This fund was established by Mr. and Mrs. Bobby Albert in 2014. Bobby Albert was a long-time owner of Albert Moving and Storage, a company served by Marketplace Chaplains. After observing firsthand the fruitfulness of Gospel witness by chaplains in their workplace, the Alberts established this legacy fund to perpetuate evangelism by chaplains in many other businesses.

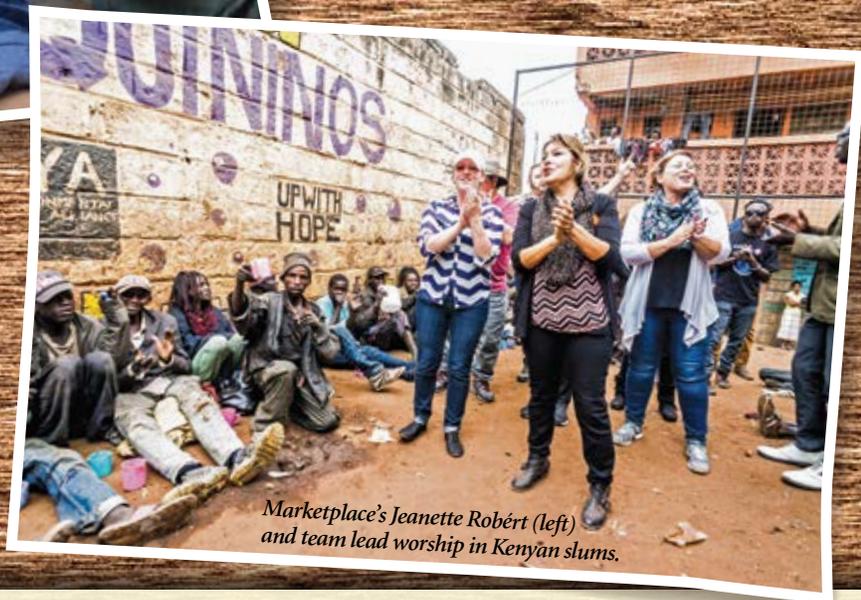
Another fund focused on workplace gospel sharing is *The Chaplain David "Lane" and Carolyn Park Workplace Evangelism Endow-*



Marketplace Chaplains' Kayla Ferman in Malawi, Africa, as the result of a Foundation gift.



Marketplace Chaplains' Sam Chacko shares with students how to discover God's will in Dubai during an international mission trip.



Marketplace's Jeanette Robért (left) and team lead worship in Kenyan slums.

ment (see Brian Horner's article on page 24 for a more extensive account of this endowment). This endowment is in honor of Chaplain Lane Park, who served effectively in workplace ministry for 12 years in the Dallas area. As a chaplain, he led many to faith in Christ through his compassionate service, both in meeting daily and temporal needs, as well as eternal needs through clear Gospel proclamation. It is fitting that two endowments focused on evangelism reflect the beautiful and effective partnership of companies and chaplains joining together to bring the good news of eternal salvation through faith in Christ to employees and their families.

Another targeted focus of some Marketplace Ministries Foundation contributors

is the international expansion of workplace chaplaincy outside the United States. Since 2006, Marketplace Chaplains have expanded to Mexico, Puerto Rico, the U.K., Canada, and China. This expansion would not have been possible without dedicated and focused giving for this purpose. The seeds planted through these contributions continue to bear fruit in these international locations where chaplains daily serve employees and their families, just as their co-workers do in the United States. These are international missions in the workplaces of the world (See C.G. Maclin's article on page 28 for more detail on international expansion).

Other foundation contributions are specifically provided to support the staff of Mar-

ketplace Chaplains. One such allocation is the *Scholarship Fund for Children of Chaplains and Staff*. This fund provides educational scholarships in increments of \$5,000 per academic year to children of full-time staff. Since 2011, 39 sons and daughters have been helped in their post-secondary schooling with a total given of \$436,000. For some of these students, schooling beyond high school would have been a hardship, or even impossible, without these scholarships provided by generous contributors to the Foundation.

A second fund which uniquely supports the Marketplace staff is the *Missions Trip Support Program*. This account provides funding assistance for staff members who embark on missions activities in addition to their Market-



Marketplace leaders Shane Satterfield and John Mileson regularly take client company leaders to Costa Rica.



Marketplace's Jeanette Robért's team in Kenya.

place duties, such as through their local church or another mission organization. Participation in these trips and activities greatly enhances the Marketplace staff's spiritual fervor and maturity, resulting in increased effectiveness in their chaplain and staff responsibilities. It also provides a much needed time of spiritual refreshment and respite.

Benevolence Funds to help company employees and their families in need of financial support are another focus of some Foundation contributors. These funds allow chaplains to provide financial support to employees and their families who find themselves in crisis, facing extreme financial needs. Examples of needs met by chaplain benevolence funds include: payment for the funeral of a loved one who

died suddenly without financial provision, or household goods, food and furniture after a home is suddenly destroyed by fire or storm. These compassionate gifts of benevolence give credibility to the chaplains' Gospel witness and often lead to authentic evangelistic opportunities. *The Furr's Wishing Well Foundation Benevolence Endowment* is a vibrant example of this focus in giving. (See Gil Stricklin's article on page 17 for more on this endowment).

Additional opportunities to support the ministry through the Foundation include funding for internships provided to students of seminaries who receive training as interns through Marketplace Chaplains. Capital improvements are also funded by givers who have a specific interest in projects that would

not be possible without dedicated funds, such as software upgrades or chaplain training enhancements.

Finally, some Foundation contributors want to support the ministry of chaplains to bring the love of God to workplaces, but do not have a specific project or focus in mind. These givers donate funds for *General Financial Support* and allow Marketplace leadership to invest their gifts "where needed most."

For those who desire to become financial partners in reaching the workplaces of the world with the love of God through chaplains, the Marketplace Ministries Foundation is an effective and ready vehicle to care for the wellbeing of multitudes of hurting people and make an eternal impact for the Kingdom of God. ❧



The Marketplace Ministries Foundation is Support to God's Work at Work

BY C. G. MACLIN
PRESIDENT OF INTERNATIONAL SERVICES



In recent years, donors to the Marketplace Ministries Foundation have provided significant funding for several large and immediate impact projects. These financial gifts have helped improve chaplain ministry efficiency and advanced the training through the Marketplace Chaplains Academy.

This past year, Foundation dollars totaling \$1.6 million funded the update to our cus-

tom software used daily by chaplains and administrators alike. The first reporting software for MMI was developed in 2003-2004 and was affectionately known as the Chaplain Care System (CCS). In today's technological world, 12-year-old software is totally outdated, archaic and difficult and expensive to maintain. Yes, it was time for an upgrade.

In 2015, a software development firm was retained to draft the next generation tool for

chaplains to use to report time, activities, and expenses. Also, leadership needed new tools for reporting, developing, measuring customer experience, managing staff and companies, as well as aiding in marketing, recruiting, and major company strategies.

Enter DCP—the new Digital Care Platform was the replacement for CCS. This new platform was designed to allow chaplains to use their smart phones and tablets to complete their

An Investment that Never Loses Value and Keeps on Giving



Have you ever made a financial investment, maybe at the advice of your money manager, or your own “gut feeling,” and you lost it all? Most people who save and invest the financial resources they manage for God have done this at some time.

Then, there are those occasions when you make an investment that is guaranteed never to lose value. The results keep on giving, long after you complete this life and enter the eternal one at Home in Heaven.

That is the kind of financial investment my wife, Ann, and I desire to make, and you probably do too. We began *The Founders Endowment*, to honor God, the true Founder, in the Marketplace Ministries Foundation on December 31, 2008. It was just a small start; however, small beginnings can become extremely large if you keep giving and praying as the money is wisely and conservatively invested for growth.

The Founder’s Endowment, acknowledging God as the one who began and sustains

Marketplace Ministries, has increased over the past eight years to the value today of \$231,245. The earned assets from our capital gifts will be used “where needed most” in fulfilling the goals and objectives of the ministry.

The wording on *The Founders Endowment* states, “The Founders Endowment is to honor Almighty God who planned, implemented and blessed MARKETPLACE MINISTRIES. This endowment is to glorify the Lord for beginning a ministry in the workplace. It was established by Ann M. and Gil A. Stricklin, the first employees of the ministry as chosen by Jesus Christ. This endowment recognizes God as the Founder of the ministry and for the decades of blessings on His work at work. The Stricklins acknowledge they were selected for their assignment by Divine Providence, and have been blessed beyond expression in sharing Christ who cares for employees and their families. It is the Stricklins’ desire all glory and praise be to God for all He has accomplished and continues to accomplish by the Holy Spirit’s leading and guiding. His ministry exists to share His love through Chaplains expressing acts of kindness and care, resulting in souls in the Family of Faith.”

We acknowledge all gifts we give are from financial resources we manage for our Lord. We do not own anything; we are just stewards and overseers of the dollars He entrusts us to care for in His name. We realize one day, not too long in the future, we will be called upon to give an accounting of the money we were given by His grace and how it was invested for His glory and souls in His Kingdom.

We first give back to God and His work on earth! Ann and I do not believe we really give to our church, our ministry in the marketplace, or any other God-honoring and

soul-winning Christian efforts. Of course, the check goes to those organizations; however, the money we invest in God’s work is given to God Himself. When we give to God, it is His and always has been His, and we do not manage those funds any longer. It is invested in an eternal cause that will glorify Him and lead many to Jesus Christ the Savior.

All of the funds in the Foundation, nearly \$11 million, are designated for the work of God in the marketplace through the leadership, vision, dedication, and prayers of Doug Fagerstrom, the Executive President and CEO. There are non-restricted funds, as well as permanently restricted endowment funds of capital gifts.

Ann and I wanted to have a part in producing a continuous stream of financial support for this work of God after we are in Heaven. We desired to begin an endowment because it is designed to “keep on giving, over and over again.” The capital resources of an endowment keep on giving as they are invested and earn growth to glorify God.

We are numbered among 66 stand-alone endowments, and 77 Friends of the Foundation endowments, begun by families and individuals in the Marketplace Ministries Foundation. The capital gifts and investment growth in endowments currently total \$5,433,169. All of these contributors, who have given with the end of time on earth in mind, testify they were led of God to give, and give generously. Each gave to God’s work on earth through the Marketplace Ministries Foundation.



Gil A. Stricklin
Founder & Ministry Ambassador
Marketplace Ministries Foundation

THE MARKETPLACE MINISTRIES ADVISORY COUNCIL



FRONT ROW

L-R: Carl Bolin, Jerry Halcomb, Pat Beckham MD,
Ann Sneed, Louis Cole, Craig Hodges, Ann Stricklin,
Ken Stohner

SECOND ROW

L-R: Nelson McKinney, Ben March,
Bruce Grantham, Pat Hamner, Chairman Tom Freet,
Jerry Wilson, Charles Tandy MD, Gary Golden,
Bo Sexton

NOT PICTURED:

Jack Allen, Sam Forester, Os Chrisman, Bill Crocker,
Bob Osburn, Ted Raines, Jim Harris, Phil McKinzie,
Ray Pace, Del Rogers, Jimmy Williamson, Greg Terrell

*The Advisory Council supports the ministry
financially but, more importantly, prayerfully.*



THE WATCHMEN ON THE WALL

BY JOAN HAYWARD, D.M.I.N.
CHAPLAIN SEARCH STRATEGIST

“Unless the LORD builds the house, they labor
in vain; unless the LORD guards the city,
the watchman keeps awake in vain.”

PSALM 127:1

In today’s world of nonprofit boards of directors, board members might never think of themselves as modern day watchmen, placed on a board by God to watch over His ministry. That, however, is precisely the roll and avocation for the Marketplace Ministries Foundation Board of Directors who manage and oversee \$11 million in Foundation assets.

Gil Stricklin became the first watchman of Marketplace when he answered God’s command to bring the military model of chaplaincy into the marketplace. After 37 years of military service, as an Air Force Officer and Army Chaplain, how difficult would it be to start a ministry? Gil, with his wife Ann at his side, accepted his new commission to continue serving God and country. Yet, bringing the military model of chaplaincy to the American workforce was going to require all of his years of military training and life experience, plus God’s blessings.

While Gil and Ann’s concept was potentially transformative, it took a long time to find the first company willing to employ him. The challenges they faced at the beginning required fortitude that would test them, but Gil knew God had spoken. They stayed strong.

Thirty-four years ago, Gil started sharing his vision with his friends. Visiting friends gave Gil time to practice his motivational pitch. Even after years with Zig Ziglar, Gil could not motivate one friend to embrace his entrepreneurial ministry vision. Gil needed to find a company owner who could see the reason to hire a chaplain. Someone who saw the benefit of employee care. As time passed, Gil tested the Dallas market. It took courage, determination, and a lot of inward strength to continue, but Gil knew His God was faithful.

Like Gil, the men that serve with him on the Foundation Board possess the love of God for people. They believe strongly the workforce needs to know the love of God and there is a great need for chaplains in the workplace. This ministry—once an unconventional idea—is a successful pioneering ministry, with others following Marketplace Chaplains’ lead. Each of the Foundation’s board members has a unique story about why they serve on the Foundation Board of Directors.



THE 2016 FOUNDATION BOARD OF DIRECTORS





ED BONNEAU

ED BONNEAU

Eventually, the day came when God joined Gil's vision to company owner, Ed Bonneau. Ed owned a company distributing sunglasses. His management style intentionally created a sense of family in the corporate world; he treated his employees as family. Ed said, "I wanted more for my employees than a weekly paycheck and benefits." Bonneau wanted to honor God in all he did and wanted his employees to see Jesus. From the start of his company, Ed tried to take care of his employees as if he were a chaplain. As Ed's company became more successful, caring for his employees became a greater part of his day. Trying to run a company *and* care for employees was becoming exceedingly difficult. Then, "Along comes Gil with this idea, and before Gil had time to finish telling me about workplace chaplains, I said, 'Sign me up.'"

Suddenly, Gil had a company to serve. The ministry was launched: To bring the military model of chaplaincy to the largest group of people in America—the workforce, the forgotten workforce.

"Indeed, my plans are not like your plans, and my deeds are not like your deeds, for just as the sky is higher than the earth, so my deeds are superior to your deeds and my plans superior to your plans" (Isaiah 55:8, 9 (NET)).

God orchestrated the timing of when Gil would start the ministry. As William Shakespeare's poem reads, "All the world's a stage, and all the men and women merely players; they have their exits and their entrances."

God started orchestrating His plans years earlier through Gil's relationship with Zig Ziglar. When Zig had conflicts that kept him from accepting speaking engagements, he would have organizations call Gil to deliver the speeches. Ed Bonneau met Gil when Gil was the speaker at Ed's church's business function. This casual meeting years earlier planted a relational seed. While there was a delay between their meeting and Ed hiring Gil, the timing of their connection was clearly orchestrated by God.

Before Gil had time to finish telling me about workplace chaplains, I said, "Sign me up."



KYLE HEARON

KYLE HEARON

The stories of our lives reveal how God is relational. Foundation Board Member Kyle Hearon considers Gil a lifelong friend. Kyle notes, "Gil is part of the family. He married me to my wife, Kim, and he baptized my four children." God is relational in nature, and He has a unique plan for all. God is in the business of introducing people. Friendships like Kyle and Gil's are born bringing the component of care beyond the marketplace and into the boardroom.

Kyle comments, "Marketplace's budget is the size of a mid-size church. Yet, the return on investment of souls to the glory of the Lord is better than most churches the same size with eternal Kingdom value." Kyle goes on to say, "Marketplace Chaplains is not a building; it is far more, and you can't beat that." Marketplace Chaplains is a ministry that brings the love of God to the workplace through Chaplain Teams so that others can know the greatest relationship of all is a relationship with their Savior.

Marketplace Chaplains is a ministry that brings the love of God to the workplace.



RAY PACE

RAY PACE

Ray Pace met Gil five years before becoming part of the Marketplace family of companies. Ray, like Ed, was trying to effectively manage a company and care for the multiple needs of his employees. Ray listed the issues of the day: "Divorce, death, financial problems and employees bringing their problems to work every day." Ray was unable to do what he wanted for his employees, but the Chaplain Team could. One day, Ray himself needed his Marketplace Chaplain. His father died in Missouri, so he called his chaplain, and the Marketplace network went to work. Within a short period of time, two Marketplace Chaplains were at the funeral home. No words can express the gratefulness Ray and his family has for Marketplace Chaplains. Ray has experienced the compassionate help of chaplains in his own family.

Divorce, death, financial problems and employees bring their problems to work every day.

When Ray was meeting with Gil one day, Ray said, "If I can help you, let me know." Gil did not waste any time and said, "You're on the Foundation Board."



DAN FARELL

DAN FARELL

Dan’s relationship with Marketplace started years before he was asked to be on the board. Dan knew of Marketplace’s ministry and the benefit of Chaplain Teams where he had worked. In his businesses, Marketplace Chaplains served the employees. Dan said, “The service Marketplace brings to the business world is unique and very much needed. Gil never gets off the mission. He knows his purpose and he stays true to it!” This unwavering focus and devotion is what has made the ministry as successful and effective as it is.



MARK LOVVORN

MARK LOVVORN

When Jesus said, “Go into the world and make disciples,” could anyone envision the love of God going into the workplace as Marketplace Chaplains do daily? As long-time friend and member of the Marketplace Foundation Board, Mark Lovvorn said, “This is a unique ministry for many reasons, and the marketplace has largely been ignored by churches and para-churches.” Mark emphasized that the difference with Marketplace Chaplains is the exceptional employee care model of ministry. Marketplace Chaplains “go where the people are—in office buildings, retail spaces; wherever the person is, the chaplain goes.”

Gil Stricklin and Mark are life-long family friends. Mark said, “I have never known a more genuine and sincere person as Gil. There is a good reason why God chose Gil to give the vision of Marketplace.” Mark continues by saying, “It took great perseverance at the beginning of the journey.” God knows the character required to be His servant, and that attribute attracts men like Mark to serve on the Board.



CALVIN MCKAIG, M.D.

CALVIN MCKAIG, M.D.

Calvin has served the ministry for years and understood the needs of patients who are experiencing physical and emotional pain. Dr. Mckaig visited hospitals for years, and he said, “Many of the patients had no one to visit them.” He realized the workforce was full of people who needed a chaplain, too. Dr. Mckaig adds depth to the Board, particularly given his appreciation of the need for confidentiality. He says people, “would talk to a chaplain quicker than their pastor if they had a pastor.” Like the other board members, Dr. Mckaig’s heart is turned toward the people—the ones who are lost without anyone to support them emotionally and spiritually.

People would talk to a chaplain quicker than their pastor if they had a pastor.

Now, 34 years after the ministry started, over 1,597 chaplains reach out to employees not only in America, but in five foreign countries as well. When Jesus said, “Go into all the world, and preach the Good News to the whole creation,” did anyone envision Marketplace Chaplains reaching the hard-working employees of the world?



GIL STRICKLIN, SR.

GIL STRICKLIN, SR.

Gil retired from the military to start a ministry—Marketplace Ministries. In his words, Marketplace “provides an umbrella of compassion over both labor and management. Chaplains provide pastoral care, including officiating funerals, crisis intervention response, hospital and prison visitations, plus many other services to employees of companies and their family members.”

God had a plan, and Gil and the Foundation Board—and others—oversee the vision daily. We can proclaim with confidence that Marketplace Chaplains are the watchmen and watchwomen for the workforce of America and beyond. ■■■

Marketplace Chaplains go where the people are—in the office buildings, retail spaces; wherever the person is.

Marketplace Ministries Foundation Reaches for Financial Efficacy

BY LARRY R. KING
CHIEF FINANCIAL OFFICER

Marketplace Ministries Foundation (“the Foundation”) and its supported organization, Marketplace Ministries Inc. (“the Ministry”), recognize that all of their blessings, talents and abilities come from God. This includes the abundant financial blessings and resources entrusted by God and His people to the Foundation. The Foundation and the Ministry are dedicated to wisely maintain, protect and utilize all such financial resources and to sensibly invest such funds for reasonable long-term growth while minimizing risks.

Both organizations also endeavor to produce and publish transparent and clearly focused financial information for the benefit of their funders, leadership, staff and other interested parties. To achieve these financial goals, the Foundation and the Ministry have instituted several elements that provide both internal control and external inspection and assurance. A few of these elements are described below:

Annual Audit by Independent Auditors—The independent firm of Certified Public Accountants, Capin Crouse LLP, has served as the auditing firm for both the Foundation and the Ministry since 1995. Capin Crouse LLP is a national CPA firm with fifteen offices in the United States and more than twenty-five partners and principals.

They specialize in providing audit, assurance, tax and consulting services to the nonprofit community. They have, and share, special expertise in relation to all aspects of accounting, tax and business governance for all types of not-for-profit and exempt organizations. Their annual audit is



Capin Crouse auditors at the Marketplace Chaplains National Care Center. Wen Quin, Josh Bartlett, Sonia Flores

performed onsite to evaluate internal control processes and obtain sufficient and appropriate audit evidence in order to express an opinion as to the overall fairness of the annual financial statements as presented in accordance with generally accepted accounting principles.

The opinion expressed by Capin Crouse LLP has always been unqualified (clean). The audit report is published and available for inspection by anyone. Capin Crouse also issues a Management Letter to the Boards of Directors each year following the completion of the audit, in which they convey any concerns, deficiencies or suggestions for improvement that they encountered within the scope of performing their audit. Such recommendations are then implemented by management.

Evangelical Council for Financial Accountability (“ECFA”)—The Foundation and Ministry are members of the ECFA, an independent organization that monitors Christian-based organizations. It assures such entities are committed to high levels of integrity and managed utilizing

high principles of governance, finances and stewardship beyond what the law requires. The Foundation and Ministry must apply annually for renewal of their membership by completing a detailed application and submitting their annual audit reports, IRS Forms 990 and Annual Reports for detailed and thorough review by the ECFA staff. If approved, the membership is renewed and the Foundation and Ministry are allowed to use the ECFA seal on its publications.

ECFA also makes all financial and operating information available on its website for anyone to inspect. Incidentally, in order to continue as a tenant of The Hope Center, where the National Care Center for the Foundation and Ministry are located, they must continue to be members in good standing of the ECFA.

IRS Form 990—Both the Foundation and the Ministry annually file a Form 990—“Return of Organization Exempt from Income Tax.” This filing provides a vast amount of information, which is then subject to scrutiny by the Internal Revenue Service and is also available to the public for inspection. Capin Crouse LLP assists in the preparation of this form and signs it as the preparer.

Conclusion—There is external oversight provided by the above, and the continual review of all accounting functions, input and information by the leadership of both the Foundation and the Ministry. Anyone can conclude the Foundation is under strong control and its assets are invested to maintain a healthy financial condition for the future benefit of the Ministry and those it serves. ■





Praying for GOD'S WISDOM in All Things

BY REV. GEORGE B. DAVIS, PH.D.
DALLAS, TEXAS



GEORGE DAVIS, PH.D.

The Bible is very clear about many things, one of which is this—*everything a person owns ultimately belongs to God*. When a believer realizes that everything he “owns” actually “belongs” to God (Psalm 50:10-12; Haggai 2:8), he begins to see that he is simply a *steward* and not an *owner*. Recognizing God’s ownership of our earthly possessions has significant implications. For one thing, it means every spending decision (buying a home, buying a car, etc.) ultimately is a spiritual decision; it means every investment decision (buying stocks, bonds, real estate, etc.) is basically a spiritual decision; it means every saving decision (for emergencies, college, retirement, etc.) is a spiritual decision; it means every giving decision (tithing to your local church, giving to ministry organizations like Marketplace Ministries, etc.) is ultimately a spiritual decision. That being the case, it is imperative a believer seek God’s wisdom and direction in making monetary decisions.

Paul charged young Timothy to instruct the rich “to do good, to be rich in good works, to be generous and ready to share, storing up for themselves the treasure of a good foundation for the future, so that they may take hold of that which is life indeed” (1 Timothy 6:18-19). Learning to be a faithful steward of the material resources God has given us should be the goal of every fol-

lower of Christ (1 Corinthians 4:2; 1 Peter 4:10).

This is where prayer comes in. We need to be reminded that Jesus prayed before He made important decisions. One of the most critical decisions Jesus had to make in His ministry was the choosing of His disciples. Luke 6:12-13 tells us Jesus prayed all night before He chose His twelve disciples. We are not told exactly how Jesus prayed that night, but obviously He wanted to be in tune with the will of the Father in making such a strategic decision.

If Jesus viewed prayer as that important, should not Christians employ this same prin-

ciple in making monetary decisions? Some monetary decisions we might need to talk to God about could include:

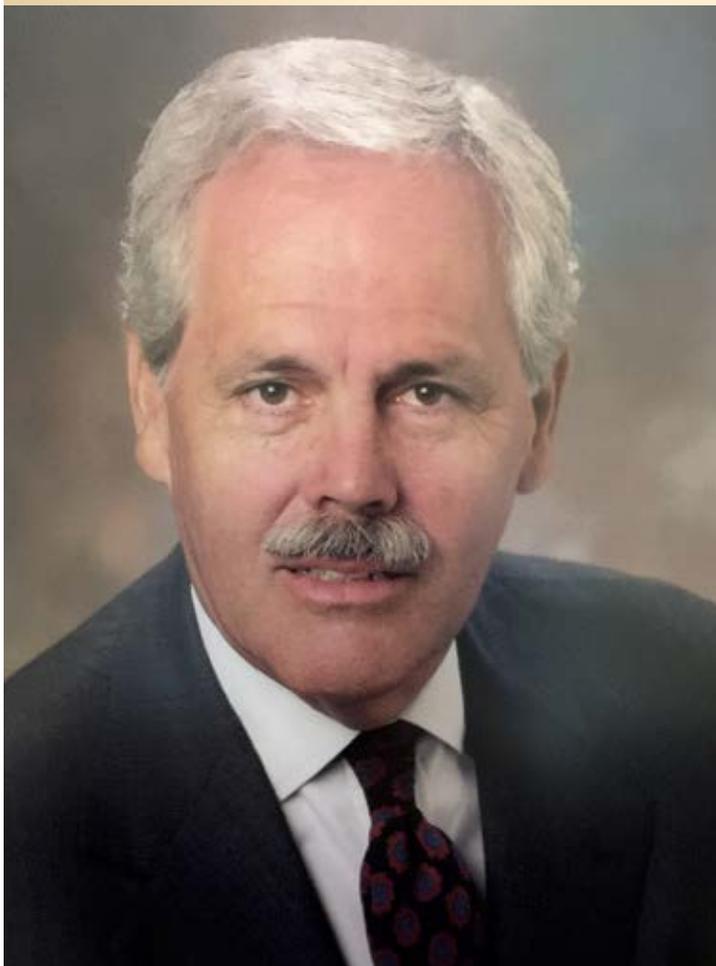
- ◆ Should I consider tithing to my local church?
- ◆ Should I consider supporting Kingdom ministries beyond my local church?
- ◆ Should I allocate a portion of my estate to Kingdom purposes in my will?
- ◆ Should I consider making a memorial gift to a Kingdom ministry at this time in my life?

The bottom-line question is this—*Have I prayed about the gifts God would have me make?* If so, have I followed through with His leadings? ■

*Jesus prayed before He
made important decisions.*

J I M S T E W A R T

F E B R U A R Y 1 8 , 1 9 4 1 - F E B R U A R Y 2 1 , 2 0 1 7



James Haywood (Jim) Stewart of Waco, Texas, the first company leader to hire Marketplace Chaplains outside of Dallas, lost his long battle with Alzheimer's with his family by his side in Sanibel, Florida, on February 21, 2017. His Christian life, admired by many, as well as his successful real estate career, were honored at his Life Celebration Service in his home church, Highland Baptist Church in Waco on March 3, 2017.

Veteran Marketplace Chaplain Charles Howard, along with his wife Chaplain Beth Howard, provide the chaplain service to Jim's company, Coldwell Banker Jim Stewart, Realtors. Charles participated in the funeral service honoring the memory of the company founder.



CHAPLAINS CHARLES AND BETH HOWARD

A large gathering of Waco business leaders and Highland Baptist Church members gathered on that Friday afternoon, March 4, 2017, to offer support to Jim's wife, Jan, his three daughters, eleven grandchildren, and other family members.

Jim's former pastor, Rev. Barry Camp, officiated the service. He spoke about Jim's dedication to Christ through the church where he served as Chairman of Deacons and on the Board of Elders, helping guide and lead the growing congregation. "Jim Stewart led his business according to the principles of integrity found in the Bible," the pastor told the congregation.

The original name of the company, formed in 1970 and headed by Jim Stewart and company President Earl Patrick, was Jim Stewart Realtors. In 1986 Jim and Earl opened their business doors to Marketplace Chaplains. Those doors have remained open for more than 30 years.

Dan P. Truitt, who was completing his PhD in Religion at Baylor University in Waco, was hired as the first chaplain outside of Dallas, the second city where Marketplace Ministries' chaplains served. He was the first chaplain caring for Jim Stewart Realtors' employees. Today, there are 1,258 cities spread across North America that host Marketplace Chaplains caring for 175,000 employees in 789 companies.

"Jim Stewart was a godly, good businessman," said his 42-year fellow company leader Earl Patrick. "We agreed at the beginning this was God's company and He blessed us tremendously. Ours was a partnership made in Heaven." ❧



THE MARKETPLACE MINISTRIES FOUNDATION

OVERVIEW

BY LARRY R. KING, CPA
CHIEF FINANCIAL OFFICER



HODGES

CAPITAL

 WESTWOOD

EW 2016

The investment portfolio of Marketplace Ministries Foundation, of which \$5.43 million are in Endowments, including accumulated earnings, performed exceedingly well during 2016. The year started out poorly, with investment returns during the first two months being significantly negative, continuing the downward trend which had hindered the markets during the last several months of 2015. The Foundation's portfolio experienced total investment net losses for those two months in excess of (\$422,000), primarily from stock market declines. However, the securities markets came roaring back during the rest of 2016, particularly in the post-election period, positively benefitting the performance of the Foundation's investments. Not only were the early losses recovered, but the total investment net income achieved for 2016 was more than **\$1,323,000**, from both unrealized market gains which exceeded \$940,000 and gifts.

The overall return on the investment portfolio for 2016 allowed **11.9%** to be added to the total of each of the Endowments based on their average balance during the period, a nice return indeed for a somewhat volatile year. From inception through 2016, a total of \$1,443,000 of investment earnings and gains have now been added to the original contributions held in Endowments.

The investment portfolio of the Foundation is professionally managed with an asset allocation based on an Enhanced Balanced Model which has an exposure to the rewards and risks of the equity markets of about 52%, fixed income investments and cash of 26%, and real estate, opportunistic, and specialty investments of 22%.

The Board of Directors and the two investment managers, Hodges Capital and Westwood Trust, believe the present asset allocation is appropriate for long-term investors such as the Foundation. The portfolio will most certainly experience the inevitable "ups and downs" of the market over the long term, but the overall

trend is generally upward. The Foundation is managing these investment assets in view of a 50- to 100-year timeframe and should be able to weather the downturns while always being in a position to benefit from the upward movements of the market.

You will rejoice with our ministry leaders and chaplains serving in the field stretching to far off points in the world. First, good and godly people like you have given God the financial assets you manage to the Foundation in endowments or general gifts to Friends of the Foundation. Because of your investments, we were able to use \$1.6 million to design and implement the all new Digital Care Platform that has already positively impacted every aspect of this Cause of Christ since it became effective on September 1, 2016.

We have grown so rapidly, reaching upwards of more than 175,000 company employees served and now having nearly 1,600 chaplains serving, that it was impossible for our computer platform to keep up with ministry demands. We were lagging behind in tasks from hiring new chaplains to reporting our semi-annual chaplain activities to client company leaders.

Also, from Foundation assets we were able to give university scholarships totaling \$65,000 for the 2016-2017 academic year to help our fulltime employees send their children to college. The Foundation has provided some \$436,000 in scholarships over the past six years.

Then, too, the Foundation and Ministry have given more than \$37,000 in the past two years for benevolence funding to help employees we serve who have pressing needs such as paying for funerals, getting old cars repaired, paying light and doctor bills, and putting food in the pantry for a low-income family.

Every person who has given to the Marketplace Ministries Foundation has been a vital part of these "good deeds" which glorified our Lord. We do thank you so very much. All of this would have been impossible without "Marketplace Partners" like you. May God pour down His favor on you and yours, now and forever! 



Stricklins Take Up New Ministry Responsibilities as They Enter 34 Years of Service at Marketplace

Gil A. and Ann Stricklin, who were the Co-Founders of Marketplace Ministries on January 2, 1984, have moved to new positions of service for the ministry effective March 1, 2017. They have been co-laborers for God in workplaces showing and sharing His love with employees and their families for the past 34 years.

Gil Stricklin has moved from Chairman and CEO of the Marketplace Ministries Foundation to Founder and Ministry Ambassador, while his wife has taken on her new tasks as Ministry Historian. They both are working on a limited basis, in fulfilling their new responsibilities.

“As Founder and Ministry Ambassador, Gil will have freedom to represent Marketplace Chaplains through speaking, writing, and maintaining long-term relationships,” said Doug Fagerstrom, Executive President and CEO in announcing their change. “Ann is now our first ‘Ministry Historian’ as she digs through reams of 33 years plus of Marketplace Chaplains’ archives.”

He continued, “We honor, celebrate, and salute Gil and Ann for being led in ‘Obedience to God’s vision’ (Acts 26:1).”

The Stricklins have been moving away from any leadership or major decision making responsibilities for more than two years,

months before the new senior leader was selected. This is just their “final step” away from guiding the ministry they started nearly three and a half decades ago.

For the first seven years, Ann was a volunteer serving with her husband; in 1991, when CH(Col) Gil Stricklin, U.S. Army, was called to active duty in support of Operation Desert Storm, the Board of Directors asked Ann to head the ministry and oversee all of the ministry operations. At the Board’s invitation, she has remained an active staff person ever since, for the past 26 years.

Gil Stricklin has held every position in the ministry from the first Chaplain and President, to the Chairman of the Board of Governors. He has been a Chaplain for 46 years, both in the Army Chaplain Corps and corporate America, and guided the ministry as Chairman and CEO for nearly 15 years.

The Stricklins continue to step away from any leadership roles, as the ministry is currently at its greatest peak in growth and service. This phase of the transition for the ongoing of the ministry has been “seamless,” with many new and effective changes that are moving Marketplace Ministries to new heights of glorifying God and pointing more and more employees and their family members to Jesus Christ as Savior. ■■■



2016 – God Loves a Cheerful Giver

The following list of generous givers and Marketplace Ministries Partners were a part of every decision for Christ through our Chaplain's caring acts, touching the lives of employees and their families. These individuals and corporate sponsors helped make all of our work possible by their godly lives, powerful prayers, and generous giving. By investing some of the financial resources they manage for God into Marketplace Ministries, they extended this ministry to 176,644 employees in the 782 companies chaplains serve. Sincere thanks for you to our Lord, and for the financial support to God's work at work. We are deeply grateful to you!

Gil A. Stricklin, Sr.
Founder & Ministry Ambassador
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“God owns everything. I am His money manager. My heart always goes where I put God’s money.”

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“The most obvious lesson in Christ’s teaching is that there is no happiness in having or getting anything, but only in giving.”

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“I do not believe one can settle how much we ought to give. I am afraid the only safe rule is to give more than we can spare.”

— C . S . LEWIS



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“One gives freely, yet grows all the richer; another withholds what he should give, and only suffers want.”

— PROVERBS 11:24

Marketplace Ministries Foundation

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The following list of Marketplace Ministries Foundation Supporters, and their established endowments, are truly our co-laborers and fellow “CHAPLAINS” with us in the marketplace. The investment earnings from these Legacy Gifts provide a stream of financial funding for God’s ministry, growth, and witness until Jesus comes again. When we

are in Heaven, along with many others, capital gifts to the Foundation will continue to be used to support God’s work on earth. That is a great and eternal investment, one that will glorify God, bring sinners to redemption in the Savior Jesus Christ, and never lose eternal value.

ENDOWMENT NAME	YEAR ESTABLISHED	ESTABLISHERS
The Bobby C. III and Susan Albert Family Marketplace Evangelism Endowment	2014	Mr. & Mrs. Bobby Albert
The Jody and Jack Allen Family Endowment	2009	Mr. & Mrs. Jack Allen
The Morris Beck Marketplace Ministries Memorial Endowment	2015	Mrs. Mamie Beck, Family and Friends
The Jo and Wendy Beckham Memorial Marketplace Ministries Endowment	2015	Dr. & Mrs. Pat Beckham, Mr. & Mrs. Josh Beckham, Mr. & Mrs. C.T. Beckham, Family and Friends
The Marketplace Ministries Governing Board Endowment	1997	Governing Board (formerly the Board of Directors)
The Carl B. and Vera Bolin Ministry at Work Endowment	1998	Mr. & Mrs. Carl B. Bolin
The Edwin V. “Ed” and Barbara Bonneau Honorary Endowment	2015	Mr. & Mrs. Ed Bonneau
The Jerry Bowen Jr. and Irma Clifton Speight Williamson Memorial Endowment	1998	The Williamson Family and Friends
The William Lafayette Brown Memorial Endowment	2008	The Donald W. Hodges Family
The Capital Southwest Corporation’s Memorial Endowment Honoring William R. Thomas, Jr.	2008	The Staff of Capital Southwest Corporation
The Tom and Velda Carpenter Honorary Marketplace Ministries Endowment	2015	Mr. & Mrs. Tom Carpenter
The Cindy Carpenter Smith Honorary Endowment	2015	Mrs. Cindy Carpenter Smith
The Chaplain and Staff Endowment	1998	Dedicated Servants of Marketplace Ministries
The Lt. Aaron L. Colvin Memorial Endowment	1998	Ms. Lana Colvin, Mr. Eugene Colvin, and Ms. Lolita “Lee” Hunt
The Robert A. Cooper Memorial Endowment	2007	Mr. Robert A. Cooper, Family and Friends
The Joseph Coors Memorial and Gail Coors Honorary Endowment	2010	Mr. & Mrs. Joseph Coors
The Rev. O.W. “Dub” and Grace Agena Efurd Hawaii-Pacific Evangelism Endowment	2014	Mr. & Mrs. Steve Efurd, Ms. Laura Efurd, Family and Friends
The Founders Endowment	2008	Mr. & Mrs. Gil A. Stricklin Sr.

The Charles and Thelma Freet Memorial Endowment and the Dwight and Alberta McKay Honorary Endowment	2006	Mr. & Mrs. Thomas G. Freet and Family
The Dr. J. Stewart and Heather Fulton Honorary Marketplace Ministries Endowment	2015	Dr. & Mrs. J. Stewart Fulton
The Furr's Wishing Well Benevolence Endowment	2015	Mr. Ken Reichart and the Board of Directors of the Furr's Wishing Well Foundation
The Lewis F. and Eldris Golden Marketplace Ministries Memorial Endowment	1999	Mr. & Mrs. Gary Golden and Family
The Gene and Mary Gradick Endowment	2010	Mr. & Mrs. G. Gene Gradick
The Bruce R. and Bert Grantham Honorary Endowment	2015	Mr. & Mrs. Bruce Grantham
The Josephine Elizabeth Elwell Hall and Richard Hall Memorial Endowment	1998	Mr. Harral A. Hall, Mr. Richard Hall, Family and Friends
The Col Duane E. (USA, Ret.) and Janet Goeller Hardesty Honorary Workplace Evangelism Endowment	2016	Established by Col. & Mrs. Duane Hardesty, USA, Ret.
The Henry William and Louise Heuermann and William "Bill" Smith Memorial Endowment	1998	Mrs. Geri Smith and Family
The Donald W. Hodges Memorial Marketplace Ministries Endowment	2015	Mr. & Mrs. Craig Hodges, Family and Friends
The Joan and Andy Horner Workplace Evangelism Endowment	2011	Mr. Andy Horner
The Dr. Roger James Memorial Endowment	2011	Mr. & Mrs. Roger James, Mrs. Carole James, Mr. & Mrs. Robert C. Hunter, Sr. and Friends
The James N. "Jeff" Jeffrey Sr. Memorial Endowment	1998	Rev. & Mrs. Neal Jeffrey, Jr., Family and Friends
The L&S Stone Workplace Endowment	1998	Mr. & Mrs. Eugene Strite
The Jerry Lilley Memorial Marketplace Ministries Evangelism Endowment	2015	Mrs. Carolyn Lilley, Family and Friends
The Carl T. and Elizabeth Ann Lord Honorary Endowment	2015	Mr. & Mrs. Carl T. Lord
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The Virginia L. “Ginger” Murchison Memorial Marketplace Benevolence Endowment	2015	Mr. Don Wills
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The Mr. & Mrs. O.V. Oliver and Mr. and Mrs. Roy M. Crawford Memorial Endowment	1998	Mr. Steve Oliver & Mrs. Kathy Crawford Oliver
The Chaplain David “Lane” and Carolyn Park Workplace Evangelism Endowment	2014	Rev. & Mrs. Lane Park
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