



THE UNITED CHURCH OF CANADA FOUNDATION /
FONDATION DE L'ÉGLISE UNIE DU CANADA

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The following information describes an opportunity for congregations and other United Church organizations to invest their long-term funds through Fiera Sceptre Inc., the investment firm that handles the endowments of the United Church of Canada Foundation.

The Foundation's Board of Directors has chosen Fiera's Balanced Fund as the Foundation's investment vehicle for four reasons:

- Fiera Sceptre Inc. has a reliable track record of serving the United Church well through management of its pension and general funds.
- The fund's average five-year rate of return is competitive within the bounds of an average risk profile.
- Fiera Sceptre Inc. has offered the Foundation and its partners a very reasonable management fee.
- The fund is over 95% compliant with the socially responsible investment guidelines of The United Church of Canada.

Fiera Sceptre Inc. institutional funds are normally available only to institutions with significant assets to invest. However, because of its existing relationship with the United Church and the Foundation, Fiera Sceptre Inc. is now offering other United Church organizations—congregations, camps, colleges, Presbyteries and Conferences—the opportunity to participate in the same Balanced Fund the Foundation has chosen. This Balanced Fund is not available to retail investors. As an institutional fund, it does not appear in the mutual fund listings of daily newspapers. Participants hold units in the fund, and receive monthly, quarterly and annual statements of the value of their holdings.

The minimum investment is \$50,000. The principal cannot be guaranteed because carefully selected equities (i.e., stocks) comprise a portion of the fund, and their value will vary. The Fiera Balanced Fund consists of a mixture of equities, bonds, and cash. The Fund's guidelines allow flexibility in the make-up of the fund to respond to market conditions.

The manager and the fund's performance are reviewed each quarter by the Foundation's Investment Committee, which is made up of investment professionals. The committee reports to the Foundation's Board of Directors.

We have negotiated an annual management fee of 1% for all participants, payable quarterly (1/4 of 1%). That means that if the Fund's five-year average return is 9.5% annually, participants would earn an average annual return of 8.5%. The Fund Manager receives 20% of the fee and the remaining 80% offsets the Foundation's administrative costs related to Fiera's work with the congregations and United Church-related organizations.

It is important for all investing organizations to realize that the low management fee of 1% is only possible in the long term if all participants observe the principles of the fund: an effort to keep minimum balances above \$50,000, and an effort to minimize the number of transactions—for example, by requesting income withdrawals annually, if possible, rather



than monthly or quarterly. Fiera Sceptre Inc. also discourages small withdrawals. This is an investment service and should not be viewed as a chequing or savings account.

If an investor wishes to withdraw income or principal from their account, they simply contact the Foundation. There are no extra charges or restrictions about the amount or timing of withdrawals.

If you choose to invest with Fiera Sceptre Inc., your organization receives the following:

- Access to a professionally managed institutional balanced fund that is normally unavailable to smaller investors.
- An annual management fee of 1% of assets. Income may be reinvested, or income and capital may be withdrawn at your discretion.
- The satisfaction of supporting companies with “best of sector” track records in environmental stewardship, occupational health and safety, community consultation, employee relations, product safety and ethical business practices. Fiera Sceptre Inc. uses the research of Michael Jantzi Research Associates, Canada’s leading research company in the area of socially responsible investing.
- The satisfaction of adding to an investment pool that also includes the investments of The United Church of Canada Foundation and United Church congregations, Presbyteries and Conferences.

Fiera Sceptre Inc. would be delighted to welcome your congregation or United Church institution as a participant in this investment fund.

For more information, to be placed on a mailing list of possible participants, or to find out how to set up an account with Fiera Sceptre Inc., please contact The United Church of Canada Foundation’s Donor & Investors Relations Manager at 416-231-5931, ext. 3410; 866-340-UCCF (8223); fdn@united-church.ca; or Suite 300, 3250 Bloor Street W., Toronto, ON, M8X 2Y4.

May you be blessed in your work of developing resources for God’s mission through your congregation and ministry.

Note: The Foundation does not provide investment advice or management. The Boards of Trustees of congregations are subject to provincial or territorial legislation governing Trustees. The Congregational Board of Trustees Handbook, available online at <http://www.united-church.ca/handbooks>, describes the responsibilities of Trustees with regard to investments, and offers guidelines for congregational investment policies. Trustees are encouraged to seek appropriate professional advice before making investment decisions on behalf of their congregation.