

# Bargain Sale Offers Flexibility



## GIVING AND SHARING

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**A** Bargain Sale occurs when a donor sells an asset to the church for an amount that is less than fair market value. It is most often used for real estate,

but can include other items.

Let's say your church would like to buy the adjoining property, but it can't afford the \$500,000 price tag. The property owner (who may not even be a member of the church but would like to see the church have the land), can't afford to just give it away. A bargain sale may be the answer. If the property is sold to the church for less than market

value, the transaction is viewed as part sale, part gift. By doing this the property owner receives some compensation for the land but also receives tax benefits for the part that is a gift.

This also works well for real estate the church has no intention of using as is for ministry. For example, you may own a piece of land in Wisconsin and you wish to use a portion of the value to benefit your church in Atlanta. If the property is correctly appraised at \$100,000

you could sell the land to the church for \$50,000 and receive tax deduction for a \$50,000 gift. If capital gains are involved, the bargain sale does not avoid all the capital gains, only the gain on the portion that was gifted. The church can then turn around and sell the property for \$100,000 and use that money for various ministries.

A bargain sale offers flexibility in stewardship as it allows you to get some cash from an asset and still support the work of

the Lord. If you have a situation where a bargain sale may be useful, or if your congregation has been offered a bargain sale gift you should call my office to make certain it is handled correctly to avoid problems for either party, the donor or the ministry, on down the road.

I can be reached by calling 877-457-5556 ext. 219 or sending an email to [scechetti@flga-lcms.org](mailto:scechetti@flga-lcms.org). □

## TEMP Mission Brings Christ to Thailand

*Editor's note: Last month in Lutheran LIFE Mark Brink, Florida-Georgia District Executive for School Ministries, shared his experiences of a summer trip to Cambodia. Since he was "in the neighborhood," he traveled from Cambodia to Thailand to visit the Gospel Mission that our District supports. Here are some of his photos from that trip — along with an update of the Thai ministry.*

As part of a mission-focused summer trip, Florida-Georgia's Executive for School Ministries Mark Brink visited Thailand, site of the Thailand Evangelical Mission Partnership's Concordia Gospel Mission.

Budget cuts have reduced the size of the full-time, professional missionary staff to Deaconess Christie Nelson. She is the director of the Lutheran Church-Missouri Synod's day-care program in the Bangna slum, where "every day children are learning about Jesus and

developing a relationship with Christ," Brink said.

Nelson has served LCMS World Mission as an evangelistic missionary in Bangkok since January 1991. She is part of the strategy and planning committee for Thailand and is on the working committee for the Thai church plant at Phongphet.

As part of her ministry, she is treasurer and board member of Concordia Welfare and Education Foundation - Thailand (CWEFT), which was begun in 1988 through LCMS World Mission as a means to do Christian social and educational ministry in Thailand.

During her first two years in Thailand, Nelson studied the Thai language, and developed the House of Living Water (HLW), a human care ministry. HLW provided spiritual, physical, educational and emotional support, training and care to girls who had been involved in prostitution. Even though the HLW

staff of the Concordia Day Care Center. During school breaks, she also teaches Christian education and English classes for youth at risk of abuse in the slum — the program Brink visited this summer.

In February 2003, a music program was begun at the slum. Besides the ministry at Bangna, Nelson also teaches English, leads Christian conversation classes, develops Christian study materials and leads one-on-one and small group Bible studies.

The Concordia Lutheran Church Phongphet was started by the LCMS and Thai Lutheran mission efforts through Concordia Gospel Ministry Center. In six 6-week terms during the year, 50-100 children and adults are enrolled in evening and weekend English classes offered by the church and taught by church members and LCMS missionaries. These classes lead to the sharing of the Gospel with every student through evangelistic media presented inside and outside the classroom. The focus of the English center is to gather unchurched people into a place where they can hear the Gospel and experience Christian community and witness over an extended period of time, with an emphasis on building relationships and meeting people's needs through Christian love.

Volunteer missionaries have also been active in the mission since its inception. While Brink was there, Betty and Robert Holst were serving in that capacity. □



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was phased out in 2000, Nelson continues regular correspondence with all 18 former HLW girls and their family members, providing Christian education, guidance, informal counseling and mentoring through visits, phone calls and mail.

In 2002, Nelson, together with a Thai evangelist and a team of volunteers, began outreach ministry to 40 youth of the Bangna slum. The team also provides Christian education to 60-70 children and the six Thai

