



Foundation Fundamentals

► by *Milford Jenkins, president, Angus Foundation*

Which sea am I?

In his closing remarks at the National Agricultural Alumni and Development Association (NAADA) Annual Conference this summer with more than 200 agriculturally related professional fundraisers, alumni and volunteers in attendance, retiring president, esteemed colleague and longtime close friend William "Bill" Sheets from Colorado State University eloquently shared the following story authored by Bruce Barton titled There are Two Seas.

There are two seas

"There are two seas in Palestine. One is fresh and fish are in it. Splashes of green adorn its banks. Trees spread their branches over it and stretch out their roots to sip of its healing water. Along its shores the children play, as the children played when He was there. He loved it. He could look across its silver surface as He spoke his parables. And on a rolling plain not far away, He fed 5,000 people.

The River Jordan makes this sea with sparkling water from the hills. So it laughs in the sunshine. Men build their houses near it,

and birds their nests; and every kind of life is happier because it is there.

The River Jordan flows on south into another sea. Here is no splash of fish, no fluttering leaf, no song of birds, no children's laughter. Travelers choose another route, unless on urgent business. The air hangs heavy above its murky waters, and neither man nor beast nor fowl will drink. What makes this difference in these neighbor seas? Not the River Jordan. Not the soil in which they lie; not the country round about.

This is the difference. The Sea of Galilee receives but does not keep the Jordan. For every drop that flows into it, another flows out. The giving and receiving go in equal measure. The other sea is shrewder, hoarding its income jealously. It will not be tempted into generous impulse. Every drop it gets, it keeps.

The Sea of Galilee gives and lives. The other sea gives nothing. It is named the Dead Sea.

There are two kinds of people in this world. There are two seas in Palestine."

Bill then asked of his audience, already immeasurably attentive and quiet by this time, the logical question, "Which sea are you — a sea that gives and lives, or a sea that gives nothing and only keeps."

Bill's question intensely challenged me, along with everyone else in attendance, to delve deep into my heart and soul to better know the type of individual I am when it comes to my own personal giving of my money to charities of interest — of which the Angus Foundation is very meaningful as an Angus breeder myself.

As in years past, this November following

Louisville, you and I will receive in our mailboxes a solicitation from the Angus Foundation for the annual fundraising unrestricted support for education, youth and research activities to advance the Angus breed. This mailing will consist of a cover letter, brochure, pledge card and envelope for you and me to give money to the Angus Foundation and support the Vision of Value: Campaign for Angus.

Personal choice, personal reward

What sea are you? Will you give and live, or will you give nothing and only keep?

Admittedly, giving away money is a personal thing. And, perhaps this is a topic that even makes people nervous, uneasy and uncomfortable.

The joy one receives when giving money, however, transcends all these fears and anxieties. I contend that one's life will never be fulfilled if void of this experience, regardless of the charity that you support and, more importantly, regardless of the size of your gift of money.

So why not the Angus Foundation? It's a question for another column, yet, an acutely timely one today given our efforts to raise \$11 million by Dec. 31, 2011, for our beloved Angus breed.

As Bill sat down, the question to me resoundingly became not "Which sea are you?" but "Which sea am I?"

When receiving in November your solicitation from the Angus Foundation for this year's annual fund, or other future appeals from us for the campaign, I ask that you, too, search your heart and soul, asking the question, "Which sea am I?"



A big, thank you!

Thank you to the many Angus Foundation patrons and friends who came out to support "That Old West Magic – A Saturday Evening at Prosperity Junction" at the National Cowboy and Western Heritage Museum Aug. 31, 2008. Because of your generosity, the Angus Foundation ultimately raised \$345,000 to foster the advancement of education, youth and research activities benefiting the Angus breed! Watch for more details in the November issue of your *Angus Journal*.



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Author's note: Visit www.angusfoundation.org for more information regarding the Angus Foundation, scholarships and the campaign.