



UNIVERSITY OF ROCHESTER
MEDICAL CENTER

VOLUNTEERS *in*
PARTNERSHIP
CONFERENCE

March 30, 2019

Strategic giving personal stories of impact

Christopher Raimy

UNIVERSITY OF ROCHESTER
MEDICAL CENTER

VOLUNTEERS *in*
PARTNERSHIP
CONFERENCE

Martha Ann & Dennis



The couple, Founding Members of the Wilson Society, at the dedication of the Dr. Dennis A. Clements III and Dr. Martha Ann Keels EOH Pediatric Dentistry Clinic.

A Marriage of Medicine and Dentistry

The care of children is a shared passion for Dr. Dennis A. Clements III '72M (MD) and his wife, Dr. Martha Ann Keels. So when Dr. Clements, a pediatrician and global health educator, and Dr. Keels, a pediatric dentist who also works with special needs children, wanted to support initiatives at UR Medicine, they decided the best strategy was a blended gift.

Their outright gift will allow renovations and technology updates to the pediatric dentistry clinic at Eastman Institute for Oral Health. Their bequest will one day endow a named fund

that will forever enable medical students to participate in global health initiatives in countries with health disparities. While a UR medical student, Dr. Clements was given a scholarship to participate in public health programs abroad, a transformational experience now ensured for future generations of students. "Rochester invested in me," he said. "I'm simply returning a dividend."

"It seemed like a great fit, marrying both dentistry and medicine," said Dr. Keels. "Rochester is one of the few places that recognizes them as being equally important for a child's total health."



IMAGINE YOUR LEGACY. PLAN TODAY TO MAKE IT HAPPEN.

To learn more about bequest intentions and outright gifts, contact the Office of Trusts, Estates & Gift Planning
(800) 635-4672 • (585) 275-8894
giftplanning@rochester.edu • www.rochester.giftplans.org



UNIVERSITY of ROCHESTER

VOLUNTEERS *in* **PARTNERSHIP**



VOLUNTEERS *in* PARTNERSHIP

Four ways to make a gift

- Outright
- Life income plans
- Lead trust
- Bequests and other testamentary gifts

Commonly Gifted Assets

- Cash
- Publicly-traded securities
- Closely-held stock
- Retirement assets
- Real estate
- Life insurance
- Personal property
- U.S. Savings bonds

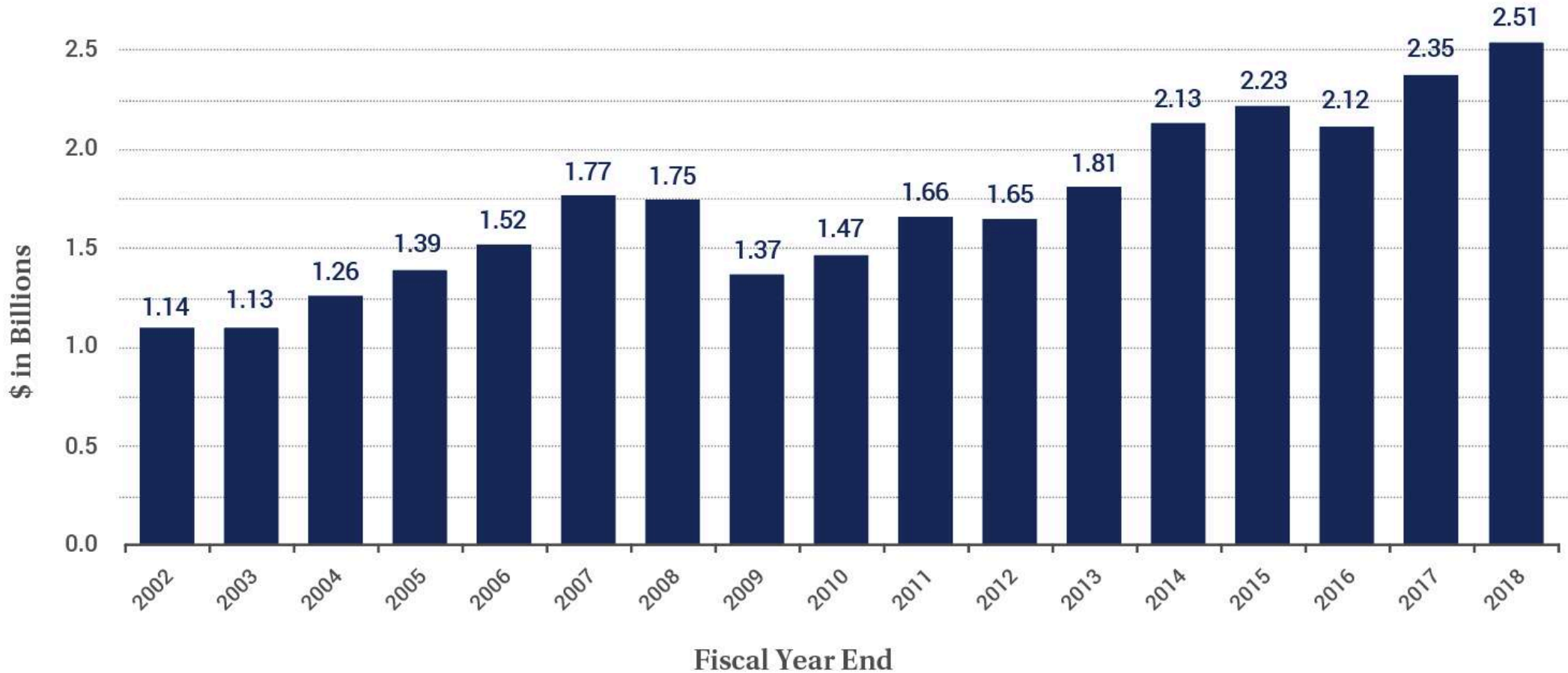
Gifts by Will

- Donor retains use of the assets during lifetime and include a gift to the University in their will or living trust.
- Residual Bequest: Percentage of estate remaining after other specific distributions
- Specific Bequest: Distribution of specific item such as stock, art, dollar amount

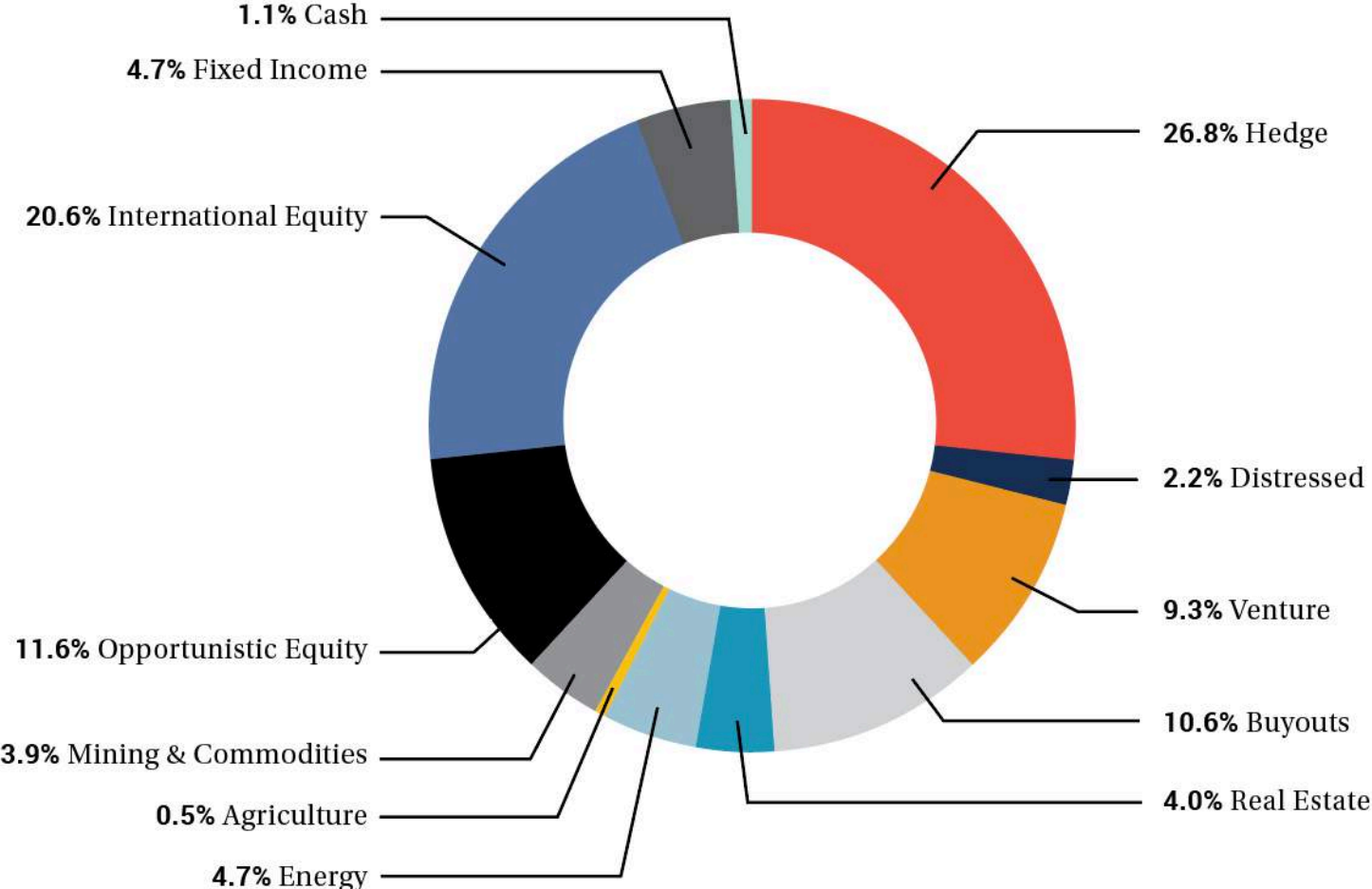
A Gift That Pays The Donor

- The donor transfers an asset to UR
- UR invests the gift in endowment (Long-Term Investment Pool)
- The beneficiaries receive payments for life or a term of years
 - UR charitable gift annuity – guaranteed, fixed payments
 - UR charitable remainder trust – variable or fixed payment
- The remainder goes to a purpose the donor designates

Long-term Investment Pool Value (Primarily Endowment)



Asset Allocation As of June 30, 2018



Barbara

A Life-Changing Investment

Nursing has been a lifelong passion for Barbara "Buzzy" Vallone. From her first position in the intensive care unit to serving as a nurse manager in the medical outpatient department, she has nurtured her own talents and those of the nurses she worked with in countless ways. "She is a true visionary leader who invested in us," said one of those nurses.

Recently, this nurse leader invested in the future of education by endowing two School of Nursing scholarships in memory of her late husband: one to benefit undergraduate nursing students, and the other for graduate students who aspire to become nursing faculty.

"I believe that if you are going to change someone's life, you need to provide them opportunity, and this is my way to be a part of that," she said.

Barbara used outright gifts that maximize her charitable deduction and support the *Barbara and Romano Vallone Nursing Scholars* now, and charitable gift annuities that provide her with tax benefits and guaranteed income for life. She also provided for her scholarships in her will, ensuring a permanent legacy of life-changing opportunity for nursing students and the patients for whom they care.



IMAGINE YOUR LEGACY. PLAN TODAY TO MAKE IT HAPPEN.

To learn more about charitable gift annuities and other planned giving methods, contact the Office of Trusts, Estates & Gift Planning
(800) 635-4672 • (585) 275-8894
giftplanning@rochester.edu • www.rochester.giftplans.org

Sample Charitable Gift Annuity Rates	Age	60	65	70	75	80
	Rate	4.4%	4.7%	5.1%	5.8%	6.8%

VOLUNTEERS *in* PARTNERSHIP



VOLUNTEERS *in* PARTNERSHIP

Norma

A Legacy of Support

WHEN NORMA ANDZER AND HER late husband, Arnold, updated their estate plan, they asked themselves three key questions: What do we value? Where can we have an impact philanthropically? How do we ensure we will have enough income in retirement? Supporting the Golisano Children's Hospital was an answer to all their questions. It was important for the Andzers to give back to the community they love and to help the youngest and most vulnerable patients and their families. The Andzers made this happen through a provision in their will, naming the University as beneficiary of retirement assets, and funding charitable gift annuities which pay six percent income for life. Through the combination of these gifts, they will provide generous support including the establishment of the Norma and Arnold Andzer Endowed Fellowship in Pediatrics. "We want all children to have healthy and productive lives," said Norma.

Norma Andzer in the Ganatra Family Atrium of the new Golisano Children's Hospital. She and Arnold are members of The Wilson Society. They also provide for the Memorial Art Gallery and the Eastman School of Music in their estate.



IMAGINE YOUR LEGACY. PLAN TODAY TO MAKE IT HAPPEN.

To learn more about charitable gift annuities and other planned giving methods, contact the Office of Trusts, Estates & Gift Planning (800) 635-4672
giftplanning@rochester.edu • www.rochester.giftplans.org/income

Sample Charitable Gift Annuity Rates	Age Rate	60	65	70	75	80
		4.4%	4.7%	5.1%	5.8%	6.8%



VOLUNTEERS *in* PARTNERSHIP

Charitable Gift Annuity

- A simple contract that guarantees one or two individuals a fixed income for life
- Minimum gift \$5,000 – cash or securities
- Immediate Payment or Deferred Payment

Gift Annuity Example - \$10,000 Cash Gift

Age	Deduction	Rate	Annuity Payment	Tax-Free Portion
65	\$3,564	5.1%	\$510	\$323
70	\$4,015	5.6%	\$560	\$376
75	\$4,575	6.2%	\$620	\$437
80	\$4,936	7.3%	\$730	\$538
85	\$5,577	8.3%	\$830	\$650
*3.4% Discount Rate \$5,000 Minimum Amount				Donor chooses current or deferred payment

Charitable Gift Annuity

Benefits to the Donor:

- Guaranteed fixed income
- Often enjoys increased income
- Immediate income tax deduction
- Tax avoided on part of capital gain
- Potential for tax-free income (for a period of years)
- Asset is removed from taxable estate
- Satisfaction of making a larger gift

Mariane

Ensuring Excellence

THE TRAINING AND FINANCIAL SUPPORT

I received as a resident in the prosthodontic program at the Eastman Institute for Oral Health (then the Eastman Dental Center) had a profound impact on my life and career.

My colleagues and I were fortunate to study with world-renowned faculty who helped shape the profession and trained us to provide the best care for our patients. I have carried on these values in both my private practice and as an educator at the Eastman Institute for Oral Health.

Funding University deferred charitable gift annuities helps ensure this important legacy continues for generations to come. More immediately, this type of gift provides a charitable income tax deduction and a lifetime of retirement income, a portion of which will be tax-free. My six percent annuity rate is equally desirable.

It's rewarding to know that my gift will help to ensure a legacy of excellence at the Eastman Institute for Oral Health.

Dr. Mariane Bafle '85D (Pdc), '87D (Pdc) completed a general practice residency in dentistry and later became the first woman accepted into the prosthodontic residency program and its first woman faculty member. Dr. Bafle is a founding member of the Wilson Society.



IMAGINE YOUR LEGACY. PLAN TODAY TO MAKE IT HAPPEN.

To learn more about deferred charitable gift annuities, and other planned giving methods, contact the Office of Trusts, Estates & Gift Planning
(800) 635-4672 • (585) 275-8894
giftplanning@rochester.edu • www.rochester.giftplans.org



UNIVERSITY OF ROCHESTER

VOLUNTEERS *in* PARTNERSHIP

Deferred Gift Annuity Example

Current Age	Deferred Until Age	Rate
50	65	8.8%
50	70	11.6%
55	65	7.3%
55	70	9.6%
60	65	6.1%
60	70	8.0%

Nancy

Opening New Doors

"IN THE EARLY '70s, University leaders saw a new future for nurses. Because of their foresight, I was empowered to take my career beyond where anyone thought a nurse could go. I'm grateful for the doors that were opened by pioneers like School of Nursing's founding dean, Loretta Ford. And when you're grateful, you give back. That's what I'm doing by making an estate gift to the School of Nursing. My scholarship fund will support future nurses who will care for countless patients and families. It's a ripple effect, impacting generations we'll never even meet."

— Nancy N. Boyer, '74NP

Nancy established a charitable remainder unitrust, which is invested in the University's endowment. The trust provides income to her now and ultimately will become an endowed scholarship fund for students at the School of Nursing.

Imagine your legacy. Plan today to make it happen.

To learn more about life-income gifts and other planned giving methods, contact the Office of Trusts and Estates. (800) 635-4672 • (585) 275-7547
kreckel@alumni.rochester.edu • www.rochester.giftplans.org

All gifts count toward The Meliora Challenge, a University-wide fundraising Campaign that was launched in October 2011 and runs through June 30, 2016.



UNIVERSITY of
ROCHESTER



VOLUNTEERS *in* PARTNERSHIP

Charitable Remainder Unitrust

- Variable income for life or a term of years, for one or two beneficiaries, opportunity to include survivor(s) for a period of years
- \$50,000 minimum – cash, stock, real estate, personal property
- Donor enjoys charitable deduction
- 100% avoidance of capital gain tax
- Donor may add to a unitrust at anytime
- Opportunity to establish as a testamentary plan funded by donor's estate to benefit someone
- Remainder to the University for a purpose you designate

Charitable Remainder Unitrust

- Variable payments – revalued annually to reflect investment performance (income may increase or decrease)
- Payout must be at least 5%
- IRS Private Letter Ruling - access to UR's highly diversified endowment including alternative asset classes provides opportunity for growth
- Note Annual Endowment Report – ten-year average CY-end return 8.4%

Sheri & Ron

A Focus on Care and Cure

A hallmark of the UR School of Medicine and Dentistry is teaching students to focus on the entire patient, not just the illness.

For ophthalmologist Ronald Cole '62M, this approach helped him provide the very best care to his patients. After 22 years in retinal surgery and general ophthalmology, Dr. Cole chose to specialize in vision rehabilitation. "I saw it as an opportunity to focus on how the person functions and not just how the eye functions."

When Dr. Cole and his wife, Sheri, returned to Rochester for a class reunion, the couple decided to commemorate the milestone by making a gift to the David and Ilene Flaum Eye Institute.

After exploring a number of options, the Coles gifted a vacation home to a charitable remainder unitrust. They received a tax deduction, avoided capital gains tax, and established life income from the University. The Coles' gift will ultimately establish the *Dr. Ronald J. & Charlotte S. Cole Endowed Scholars Fund* in support of vision restoration, low vision research, and vision rehabilitation.

"It was a matter of examining our assets and how to make the most of them. Creating a trust fit."

The Coles are recognized as Founding Members of the Wilson Society.



IMAGINE YOUR LEGACY. PLAN TODAY TO MAKE IT HAPPEN.

To learn more about charitable remainder unitrusts and other planned giving methods, contact the Office of Trusts, Estates & Gift Planning
(800) 635-4672 • (585) 275-8894
giftplanning@rochester.edu • www.rochester.giftplans.org



UNIVERSITY OF ROCHESTER

VOLUNTEERS *in* PARTNERSHIP



VOLUNTEERS *in* PARTNERSHIP

- Eye Institute Slide Here

Jim & Judith

A Gift of Gratitude

The School of Medicine and Dentistry's Toxicology program was in its infancy in the 1960s when Drs. Judith and James MacGregor '71M (PhD) met as graduate students. It has now earned an international reputation as a center of excellence for the education of those who ensure the safety of drugs and chemicals. "We feel like part of the family that helped develop our field, and are indebted to the University for our full and wonderful careers," they said.

When planning their estate, the MacGregors expressed their gratitude to Rochester by funding a flip charitable remainder unitrust using a secondary property. They enjoyed an income tax deduction, paid no capital gains tax on the property sale, and receive five percent variable income for life as managed in the University's long-term investment pool.

The MacGregors established the Toxicology Student Professional Development Fund that provides annual support for conferences, retreats, and other learning experiences for students. Their planned gift will endow this fund and ensure that support will continue in perpetuity.

"This gift was a way to ensure that future students have the same opportunities we did," said James and Judith, who are Founding Members of the Wilson Society and contributing members of the George Eastman Circle.



IMAGINE YOUR LEGACY. PLAN TODAY TO MAKE IT HAPPEN.

To learn more about charitable remainder trusts and other planned giving methods, contact the Office of Trusts, Estates & Gift Planning
(800) 635-4672 • (585) 275-8894
giftplanning@rochester.edu • www.rochester.giftplans.org



UNIVERSITY of ROCHESTER

VOLUNTEERS *in* PARTNERSHIP



VOLUNTEERS *in* PARTNERSHIP



VOLUNTEERS *in* PARTNERSHIP

More Information

- Visit our Web sites more information at www.rochester.giftplans.org

This screenshot shows the top half of the website. The header includes a navigation menu with links like 'About Us', 'Academics', 'Admission', 'Student Life', 'Parents', 'Alumni', 'Arts', 'Athletics', 'Libraries', 'Medicine', 'Research', and 'Working Here'. The main heading is 'WELCOME TO GIFT PLANNING'. Below this is a 'Meet Our Donors' section featuring a photo of a couple. A sidebar on the right contains links for 'Gift Planning Home', 'Ways to Give', 'What to Give', 'Life Stage Gift Planner™', 'Meet Donors', and 'Resource Center'. The resource center lists 'Monthly Article', 'Newsletter', 'Language For Your Will', 'For Financial Advisors', 'Calculable Your Ratio', 'Discusory of Terms', and 'Directors'. At the bottom, there are buttons for 'REQUEST A RESOURCE' and 'CONTACT US', along with a copyright notice for Parkers, Inc. and the Wilson Society logo.

This screenshot shows the 'A Life of Philanthropy' page. The header features the Wilson Society and University of Rochester Planned Giving Society logos, with navigation links for 'ABOUT THE WILSON SOCIETY', 'LEAVE YOUR MARK', 'AREAS OF SUPPORT', and 'GIFT PLANNING'. The main heading is 'A Life of Philanthropy' with a sub-headline: 'Joe and Peggy Wilson's generosity established a remarkable and lasting personal legacy that continues to live on at the University today.' Below this is a 'READ MORE' link. The page is divided into two columns. The left column is titled 'EMPOWERING EXCEPTIONAL STUDENTS' and features a photo of graduates with a text block about the University's commitment to education. The right column is titled 'MEMBER STORIES' and features a photo of a couple with a text block about a charitable remainder unitrust. At the bottom, there is a 'MAKE A GIFT' button, a copyright notice for the University of Rochester, and contact information for the Office of Trusts, Estates & Gift Planning.



Wilson Society Members

- The Wilson Society honors those who have included the University as a beneficiary of their estate.

