“Facilitating Good Gifts”

OSU Extension Service
County Leaders Webinar
Feb 8, 2013

Scott Elmshaeuser, Jennifer Milburn
Oregon State University Foundation

www.osufoundation.org/giftplanning
OSU Foundation Gift Planning

- Facilitate “good gifts” to all areas of OSU - including Extension!
- Focus on gifts involving assets
- Invest and manage $50 million in life income gifts, using Kaspick & Co.
- Handle all gifts of real estate
  - Since 1949, 450 worth $100mm
- Administer $5-10 million per year in realized bequests for OSU units
Gift Planning - Team Experience

The Gift Planning Office staff has a combined 40+ years of experience in gift planning. The staff frequently presents to OSU Colleges, at national and regional conferences, and to local non-profit boards.
How Can You Help?

- Relationship building
- Make the “case” for why Extension is worthy of support
- **Listen** - are Extension friends verbalizing clues?
- **Refer** - ask people if they are willing to meet with a Development Officer to discuss win/win solutions.
Good Gifts = Alignment of Goals

OSU Extension Program

Donor Goals
Outright Gifts - Appreciated Assets

1. Appreciated Stock or Deed Property to OSUF

2. Income Tax Deduction and Avoid Capital Gains Tax

*Listen:* “I’ve got this ___________ that I don’t need anymore…”

*Response:* “Did you know that appreciated assets can become wonderful charitable gifts with positive tax results?”
Charitable Gift Annuities

1. Gift of Cash or Assets ($25K or more)

2. Income stream for life – for donors (or parents or adult children)
   Income tax deduction
   Significant tax-free income (cash funded)

3. Remainder to OSU Foundation, fbo of Ext. programs, after last to die
   usually about 50% of gift

Charitable Gift Annuity
Charitable Remainder Unitrust

**Donor Benefits:**
- Income tax deduction & avoid capital gains tax
- Out of donors estate
- Counted towards The Campaign for OSU

**Income Beneficiary Benefits:**
- Income stream for life or term of years – for donors (or parents or adult children)
- Option of outsourcing management
- Diversify income generating assets

**Trust Principal:**
- To OSU Foundation, fbo Ext programs, after trust terminates
CRTs in the Ext. World

1. **Donor Benefits:**
   - Tax: income tax deduction & avoid CG tax & estate tax savings
   - Tailored for a “hold” or “sale” strategy
   - Retain control by serving as initial trustee (for “sale” strategy)

2. **Income Beneficiary Benefits:**
   - Income stream for life or term of years – for donors (or parents or adult children)
   - Option of outsourcing management
   - Diversify income generating assets

3. **Trust Principal:**
   - To OSU Foundation, fbo Ext. programs, after trust terminates
   - Can also benefit other charities
Retained Life Estate

1. Deed Personal Residence or Farm to OSUF

2. Retain Use

3. Income Tax Deduction

4. Residence/Farm to OSUF, fbo Ext., at death
Bequest Expectancies

- Providing for OSU and Ext. thru an estate plan:
  - Will or Living Trust
  - IRA/401-K/Keogh beneficiary designation
  - Life Insurance proceeds

http://osufoundation.org/giftplanning/bequest.htm
Remember: Your Role Is Key!

- Relationship building - align donor goals with OSU and Ext. priorities
- Make the “case” for why Extension is worthy of support
- *Listen* - are Extension friends verbalizing cues?
- *Refer* - ask people if they are willing to meet with a Development Officer to discuss win/win solutions.