



*Here for Good*

# Community Foundation for Monterey County

## Advisor Solutions - Tools for the New Year



One of the most important ways the Community Foundation for Monterey County (CFMC) inspires philanthropy is by [partnering with local professional advisors](#) like you to provide charitable solutions for your clients. Thanks to your partnership and the generosity of our community, we had another record year.

Here are a few highlights from 2021:

- Gifts to the CFMC topped \$44 million
- Granted more than \$36 million
- [Monterey County Gives!](#) generated a record \$9.7 million in gifts for 170 nonprofits

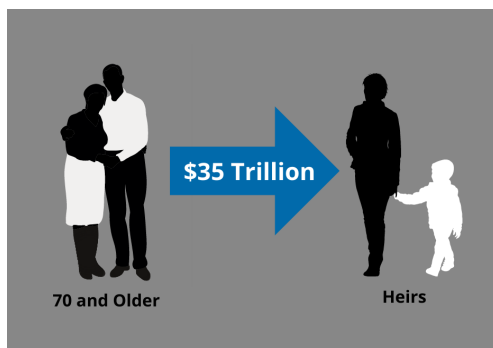
In the new year your clients may be taking a fresh look at their estate and charitable plans. We're happy to discuss giving options to meet their needs, including running gift illustrations. And new for 2022, if you have any clients interested in making a gift of cryptocurrency, we can help.

Please [contact me](#) or [Andrea Scott](#) or give us a call at (831) 375-9712. We would be happy to assist you and your clients to help them achieve their charitable giving goals.

*Christine*

[Christine Dawson](#) Senior Vice President Philanthropic Services

## Transfer of Wealth & Charitable Funds



"The greatest wealth transfer in modern history has begun," according to a mid-2021 [report](#) in the *Wall Street Journal*. As of March 31, 2021, Americans in their 70s and older had a total net worth reaching almost \$35 trillion.

As you advise older clients, an important part of the conversation will be to [determine the best charitable giving vehicles](#) to achieve their goals, particularly evaluating the advantages of [donor advised fund](#) or [private foundations](#). Here are key points to keep handy for conversations with your clients:

- A donor advised fund, scholarship, or field of interest fund at the CFMC costs nothing to set up, and ongoing fees are minimal, with no tax filings required.
- Donating hard-to-value assets to a donor advised fund delivers better tax benefits (deduction of fair market value) than a gift of the same assets to a private foundation (deduction of cost basis).
- A client can deduct a greater portion of AGI (e.g., cash deductible up to 60% of AGI) with a gift to a donor advised fund than with a gift to a private foundation (e.g., cash deductible up to 30% of AGI).

## Leaving a Legacy - Jim Valentine's Story



The late Jim Valentine utilized many strategies to plan his charitable legacy including establishing a donor advised fund in his lifetime as a vehicle for his estate.

He gifted commercial property to the CFMC to establish a [Charitable Remainder Trust](#). He received [income for life](#) from the sale of the property. Upon his death, the remainder created a fund which makes grants in specific areas of his

choosing, in perpetuity.

When planning his legacy, Jim said, "The CFMC offers options, such that I was able to consolidate the various aspects of my estate into one package. Working with the Community Foundation has given me great satisfaction and peace of mind."

Read his  
story

## Gifts of Life Insurance

**Gifts of life insurance are a wonderful way for your clients to support their favorite causes.**

Before you assist your client with a gift of life insurance to a charity, here are three pointers:

- The charity will need to be the policy owner and, unless the charity intends to surrender the policy, also be the named beneficiary. Request change of ownership and change of beneficiary forms from the insurance company, and make sure you have the right forms.
- Carefully calculate the charitable income tax deduction for the gift of the life insurance policy to the charity. The taxpayer is eligible for a deduction equal to the lesser of the policy's value or the taxpayer's basis (usually the total amount of premiums paid). The "value" of the policy is computed using the replacement cost or the "interpolated terminal reserve" plus unearned premiums.



- Be sure to check for loans against the policy to avoid an income tax event for the taxpayer.

## Gifts of Life Insurance

### Helping Your Clients Identify the Best Gift

We can help you compare gift options to meet your clients' goals. Explore the links on the [Professional Advisor](#) section of our website or please contact us to [customize different illustrations](#) for your client.

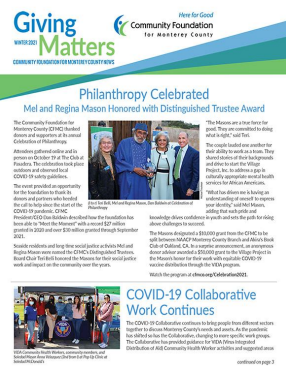
Your Goal	Your Gift
A gift that pays fixed annual payments.	<input type="checkbox"/> Charitable Gift Annuity
A trust that pays fixed annual payments.	<input type="checkbox"/> Charitable Remainder Annuity Trust
A trust that pays variable annual payments.	<input type="checkbox"/> Charitable Remainder Unitrust
A gift that reduces taxes upon your estate.	<input type="checkbox"/> Charitable Lead Trust
Give your home and continue to live there.	<input type="checkbox"/> Retained Life Estate
Give retirement assets to help avoid taxes.	<input type="checkbox"/> Retirement Plan Gift
A revocable gift upon your death.	<input type="checkbox"/> Bequest in Will
Use insurance assets to help avoid taxes.	<input type="checkbox"/> Life Insurance Gift
A gift that gives immediate benefits.	<input type="checkbox"/> Gift of Appreciated Property
The simplest gift is a gift of cash.	<input type="checkbox"/> Outright Gift
Avoid taxes on the sale of real estate.	<input type="checkbox"/> Real Estate Gift

## Gift Illustrations

### Fall/Winter Newsletter

"It has been especially gratifying to see and be part of the amazing philanthropic response to our community challenges." - Dan Baldwin

Our latest newsletter, [Giving Matters](#), features Distinguished Trustee recipients Mel and Regina Mason, a message of



gratitude from [Community Foundation for Monterey County](#) President/CEO Dan Baldwin, a COVID-19 Collaborative update, new additions to the CFMC staff, and ways to give.

## Fall/Winter Newsletter

# Community Foundation for Monterey County



## Contact Us

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*To inspire philanthropy and be a catalyst for strengthening communities throughout Monterey County*

