



POSSIBILITIES

a legacy for every season...

The Lakes Region Planned Giving Collaborative



The Lakes Region **Planned Giving Collaborative**

We in the Lakes Region are fortunate to live in a beautiful place where neighbor helps neighbor, where our voices can be heard at Town Meeting, and where individuals eagerly pitch in to help a favorite charity. We each have a cause that we are passionate about. One of us might buy gifts to fulfill a needy child's holiday wish list, another might lead a foursome in a charity golf tournament, or another of us might make an extra contribution to an annual fund. Whatever our individual passion might be, we all care deeply about the health and wellness of our families, neighborhoods and communities.

The strength and future growth of our charitable institutions depends on a generous spirit of volunteerism and philanthropy. **Thank you – our past, present, and future donors – for helping make life better for our families, neighbors and communities.** We sincerely hope this brochure will help you think about other ways you might help your favorite cause or charity. **Just consider all the possibilities...**

A Important Collaborative Initiative

Consider all of your possibilities

For the sake of the future growth of our communities, four area nonprofits have launched a bold initiative. The Lakes Region Planned Giving Collaborative (LRPGC) was founded in 2006 to increase awareness of planned giving opportunities and to provide information to those individuals who would like to leave a lasting legacy to the charitable organizations dearest to their hearts.

The founding LRPGC partner organizations -- Community Health and Hospice, Genesis Behavioral Health, LRGHealthcare, and Spaulding Youth Center --individually and collectively have long and distinguished histories of providing quality health and human services to everyone – young or old, regardless of their circumstances – who lives and works here in the Lakes Region. To ensure excellence in services, we have always relied on the generosity of our donors and a caring community to support the projects, buildings, and equipment we could not otherwise afford. We hope, by launching this new planned giving collaborative effort, to encourage our faithful supporters to make planned gifts to maintain this high standard for future generations.

Perhaps you or a member of your family have already been helped by one of these nonprofit organizations, whether seeking educational services for an autistic child, mental health counseling for a troubled teen, hospice care for a loved one, or hospitalization for an ailing parent. You may be a volunteer or donor to one, more, or all of the LRPGC partner organizations. Whatever your circumstances, we hope you will take this

opportunity to examine your individual charitable goals and consider whether planned giving provides you with a way to support the causes and community that you care about.

This brochure was created by the LRPGC as a tool to help you learn more about planned giving. We encourage you to contact the Director of Development of the charity of your choice to begin a conversation about your planned gift giving. These knowledgeable Directors work with a broad range of donors to help them meet their individual charitable goals through a variety of programs and activities.

Also to help you explore your planned giving options, LRPGC has enlisted the help of a number of experienced estate planning attorneys, tax attorneys, trust officers, financial planners, investment managers, certified public accountants, insurance and other allied professionals. As advisory members to LRGPC, the allied professionals will be pleased to assist you with sound legal and financial advice.



We hope you will use this information to consider all of your possibilities, and to develop a plan that meets your personal goals and realizes your charitable objectives.

Planned Giving: Getting Started



What is planned giving?

Planned giving encompasses a wide range of philanthropic strategies to help you accomplish your personal and financial goals, while leaving a lasting charitable legacy. Planned giving includes gifts such as will bequests, charitable trusts, charitable gift annuities, gifts of retirement plan assets, and life insurance.

How do I benefit from a planned gift?

Planned gifts can yield benefits such as:

- Ability to make a significant gift to a charity that is consistent with your objectives;
- Income for life;
- Savings on income and capital gains taxes;
- Savings on gift and estate taxes.

What can I give?

Donors frequently think their only option is to make an outright gift of cash. While this is a positive way to make charitable gifts, there are a number of other ways for you to donate to charity. Planning your gifts is a way for you to take advantage of the tax and estate planning benefits of philanthropy.

A planned gift can be made with almost anything: cash, stocks, bonds, mutual funds, real estate, retirement plan assets, life insurance – even property such as artwork and royalties.

Can my family members benefit?

Your heirs can benefit tremendously from a planned gift. For instance, you can design a gift to pay income for life to you and your spouse. Planned gifts can also reduce your estate tax liability. The assets that you transfer to a charity remain outside of your taxable estate. You can tailor your planned gift options to benefit your children and grandchildren. By involving your family in your gift, you can teach your children and grandchildren about your philanthropic values, and transfer those values to future generations.

What are my income objectives?

Perhaps you are interested in increasing your annual income. Or, maybe you are more interested in reducing taxable income. Either of these objectives can be fulfilled through a planned gift.



Ways to Give



Gifts for Today...

Each of our member organizations depend on donations to help pay for our everyday operating expenses. We encourage all of our donors to continue supporting the daily work of

these organizations — while also considering a planned gift for the future.

Gifts of Cash: Gifts of cash or checks, either to pay for operating expenses or to meet future needs, are convenient and always appreciated.

“In Honor of” or Memorial Donations: Gifts made in honor or in memory of a loved one are a wonderful way to memorialize someone who made a difference in your life. At the same time, these gifts help our organizations serve families in the Lakes Region that might not otherwise receive care.

Stocks and Bonds: Donating appreciated securities can help underwrite an organization’s expenses, while also offering great tax advantages to the donor.



Gifts for the Future...

This brochure was created to show you creative ways to make a lasting commitment to the organization(s) you believe in—while providing for your loved ones, taking advantage of possible tax benefits, and perhaps earning income all at the same time.



Members of the Lakes Region Planned Giving Collaborative are 501 (c) (3) nonprofit organizations, and donations are tax-deductible to the full extent permitted by law.



Bequests... Simple and easy



Bequests

A bequest is a wonderful way to ensure that the charitable causes which have become important to you and your family over the years continue to be supported beyond your lifetime. Bequests can take a variety of forms, such as gifts of cash, securities, real estate, and tangible personal property. Each organization has its own Gift Acceptance Policy, so please check with the individual Director of Development for more information.

Cash Bequest

The charitable organization will receive a specific dollar amount.

Bequest of Property

The charity receives specific assets, such as securities, an interest in real estate (such as a residence), or tangible personal property (e.g., works of art, antiques).



“Spaulding Youth Center exists today because of thoughtful people who included it in their estate plans. For 70 years I have been associated with Spaulding and its predecessor, the Golden Rule Farm, as a trustee, donor and advocate. As an estate

attorney and co-founder of Spaulding’s Daniel Webster Society I know the value of planned gifts. As I have done so, I urge you to leave a legacy and make a bequest to your favorite charity.”

Arthur H. Nighswander, Esq., photo c. 1958

Residuary Bequest

The charity receives all or a percentage of the remainder of the estate after the payment of any specific bequests and all estate-related expenses.

Testamentary Trust

The trust provides one or more heirs with income for life, after which the assets pass to the charitable organization.



Retirement Plan

The charity you choose is designated as a beneficiary of the remainder or a percentage of the remainder of your IRA, Keogh, tax-sheltered annuity, qualified pension, or profit-sharing plan.

Testamentary QTIP Trust

The trust provides income, and principal if needed, to your spouse for life, after which the assets pass to the charitable organization you have selected.

Contingent Bequest

The charity is given a bequest only in the event of the death of other beneficiaries.



Please note:

This information should not be used as a basis for legal and/or tax advice. When considering estate planning, you should seek guidance and advice from your own legal and tax counsel.



Charitable Gift Annuities

Support a charity you believe in and receive annual income

A charitable gift annuity is a contractual agreement between you and a nonprofit organization which allows you to make a gift of cash or property to a nonprofit and receive fixed annual payments for life.



Part of the income paid to you and/or your beneficiary may be tax-free or taxed at the more favorable capital gains tax rate, depending on the asset you select to fund the annuity. The income is based on the age of

the income beneficiary(ies) at the time of the gift. Upon the death of the last income beneficiary, the nonprofit receives the remainder of the fund in accordance with the terms of your gift.

Annuities can be structured in several ways.

Immediate payment charitable gift annuity

An immediate payment charitable gift annuity would begin to pay you during the year that you made the gift.

A deferred charitable gift annuity

With a deferred income charitable gift annuity, income payments begin on a pre-determined future date. This deferral results in higher income payments and a higher tax deduction, as compared with an immediate payment gift annuity.

A stepped charitable gift annuity

A stepped charitable gift annuity can be structured with income steadily increasing for a period of years based on a predetermined schedule.

A flexible gift annuity

A flexible gift annuity allows you to receive income when you need it. By selecting a range of possible start dates, you have control over when you begin



to receive income, and therefore more control over your income taxes.

An education annuity

An education annuity can be useful for assisting a child or grandchild with education.

In exchange for your gift of cash or property to a nonprofit, you or your beneficiary will receive fixed annual payments for life.



Nancy Eddy Wilder established a Charitable Gift Annuity with Community Health & Hospice. "I really admire the work Community Health & Hospice does, and they will benefit after

I'm gone. Also, a Charitable Gift Annuity will give me 8% income for life from my gift, as well as tax advantages. It's a win-win opportunity."

Gifts of Life Insurance

Excellent long-term flexibility and planning

Do you have a whole-life insurance policy that no longer fits your needs? You may have purchased several policies over your lifetime, but your needs may have changed. If your children are now on their own and the mortgage is paid, it may be a good time to re-evaluate your life insurance. Before you cash in that unwanted policy, however, consider gifting it to a charity. Why? Because by simply changing the ownership of the policy to the charity, you can make a significant gift, possibly reduce your estate taxes, and get an income tax deduction now.



Here are some possibilities:

Give a paid-up policy or a policy on which you are still paying.

- Your deduction is whichever is less: the cash surrender value, or the net premiums paid on the policy.

Purchase a new policy for the charity

- You may deduct the premiums if the charity is named as the owner of the policy.

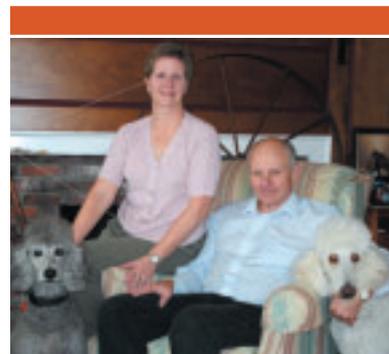
Ways to give through a life insurance policy and to provide for a loved one at the same time:

- Name the charity as a primary beneficiary to receive all or part of the policy proceeds, along with your spouse and/or other loved ones;
- Name the charity as a second beneficiary to receive part of or all of the proceeds in the event that all of the primary beneficiaries have predeceased you.

By naming the charity as beneficiary, you retain ownership of and access to the policy's cash value. Although you are not allowed to receive a charitable deduction for either the value of the policy or subsequent premium payments—because you



retain ownership—you can use the policy values in an emergency, or you can change the beneficiary. Eventually the face value of the policy will be included in your gross estate; however, there would be an estate tax charitable deduction for the proceeds paid to the charity.



Tom and Karen Clairmont have taken out a life insurance policy naming

LRGHealthcare as the beneficiary, allowing them to make a larger legacy gift than they thought possible.

Retirement Plans



Under current tax law, individuals generally must report distributions from their qualified retirement plans, such as IRAs, Keoghs, qualified pension or profit-sharing plans, tax-deferred annuities, and some TIAA-CREF plans, as taxable income.

In addition, distributions from retirement plans at the death of the account-holder can be subject to estate taxes. In a large estate, these income and estate taxes can leave less than 30 cents on the dollar of the plan's balance for your heirs (excluding your spouse).



However, through 2007, people age 70½ or older are allowed to withdraw up to \$100,000 annually from their individual retirement accounts, tax-free, if they give the money directly to a charity.

By naming a charity as the beneficiary of the remainder of your retirement plan after the death of you or your spouse, 100 percent of the plan's balance would be available for the charity's use, since the distribution would avoid both income and estate taxes.

To make this gift, you can simply notify your plan's administrator of your wish to change the beneficiary. A "change of beneficiary" form will be required. Should you designate that your qualified retirement plan come directly to a charity at your death, your spouse will need to sign consent to the designation. A consent signature is not necessary for an IRA unless you reside in a community property state.



If your spouse and children are currently the beneficiaries of your retirement plan, you can continue to keep them as beneficiaries, and also include a charity as the beneficiary of a portion of the plan. Upon your death, the plan administrator can "cash out" the charity's share of the account without affecting your family's portion of the

account, so that the charity and your heirs will both benefit from your retirement savings.



Charitable Remainder Trusts

Make a Gift

A charitable remainder trust (CRT) is an individually managed account from which payments are made to you and/or your named beneficiary(ies) for your lifetime or a term of years. A CRT allows you to receive fixed or variable income, obtain tax benefits, and offset or avoid capital gains. At the end of the trust term or upon the death of the last named beneficiary, the balance is transferred to the nonprofit organization that you have selected.

The most common CRTs are annuity trusts and unitrusts. They differ in how income from the trust is calculated and distributed. CRTs can be structured in a variety of ways to suit your needs.



Photo courtesy of
The Citizen Publishing Company,
Kevin Sperl / Photographer

*That Provides
Benefits to
You,
Your Heirs,
and Your
Favorite
Charity*

Charitable Lead Trust

Support Your Favorite Charity and Preserve an Inheritance.

With a charitable lead trust, you transfer assets of cash or property to a trustee. The trustee pays an annual sum to the nonprofit you have selected, for a specific term of years. The assets of the trust are invested and managed by the trustee.

When the trust terminates, the principal plus any appreciation is transferred to your beneficiary(ies), typically, but not necessarily limited to, children or grandchildren.

You receive a federal estate tax deduction equal to the estimated value of the annual trust payment to the nonprofit. Any appreciation in assets during the term of the trust is not subject to additional estate tax. Thus, you are often able to pass on a larger estate after tax to your heirs than otherwise would be possible.

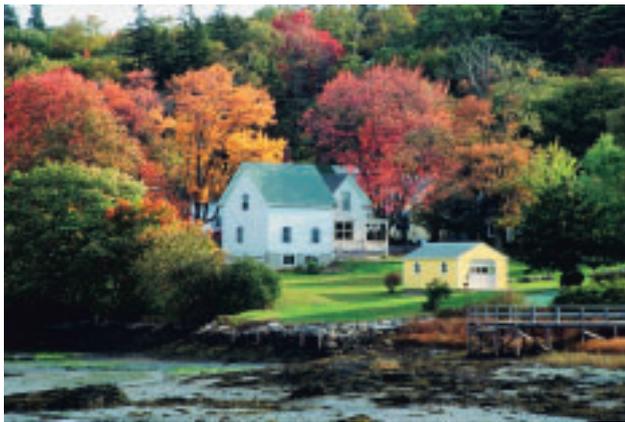


Gifts of Real Estate & Personal Property

Tangible gift opportunities

Real Estate:

A gift of real estate can be an appealing way to make a commitment to a charity and to simultaneously realize important tax and income benefits. You can gift either all or a percentage of the property. You may be able to significantly reduce the amount of



income, capital gain, and estate taxes you otherwise might have to pay. You may also be able to earn an income from your gift.

There are many types of real estate suitable for a gift: personal residence, vacation property, commercial property, building lot, undeveloped land, farm or ranch, etc.



Art and Other Tangible Personal Property:

Property such as works of art, antiques, stamps, coins, and jewelry may be subject to estate taxes. Should you wish to donate this type of property during your lifetime, you may reduce your tax liability.

If your gift of tangible property is directly related to the charity's mission, you may take an income tax deduction for the full fair market value of the property as determined by an independent qualified appraisal.

If the gift is for an unrelated use, your deduction will be based on the cost basis of the property.

Quite often, you can use tangible personal property with an unrelated use to fund a life income arrangement, turning a non-income producing asset into an income-producing asset. Generally, there is no income tax deduction available.



Please note:

Each organization has its own Gift Acceptance Policies, so please discuss your specific gift ideas with the Director of Development in advance.



The Lakes Region Planned Giving Collaborative

Founding Partners



The Mission of **Community Health & Hospice, Inc.** is to strengthen the quality of life by providing a family of home and community health care services from birth to bereavement.

Community Health & Hospice serves Lakes Region communities and provides Home Care (nursing and rehabilitation services in the home); a comprehensive, team-based Hospice program; the Young Family Program (direct health care and education for children and families); and Support Services.

Community Health & Hospice, Inc.

780 N. Main Street, Laconia, NH 03246
Phone: 603-524-8444 Fax: 603-524-8217
www.chhnh.org



LRGHealthcare is committed to making healthcare available, affordable, and accessible to everyone in the Lakes and Twin Rivers regions. The healthcare system's

mission is to serve our community by promoting physical, emotional, social, environmental and spiritual health. LRGHealthcare is composed of two hospitals, Lakes Region General Hospital and Franklin Regional Hospital, several primary care and specialty care medical practices and other community services. It provides a comprehensive array of health and wellness services including acute care, surgical and rehabilitative services.

LRGHealthcare

80 Highland Street, Laconia, NH 03246
Phone: 603-527-2865 Fax: 603-527-7185
www.lrg.org



Genesis Behavioral Health

(GBH) is the Lakes Region's community mental health center. For over 40 years, we have enhanced the quality of life in our communities by

providing services that help people lead independent lives. We help people gain skills and confidence so that they can once again contribute to their community. In the face of mental illness and life's challenges, GBH is here to make a difference, one life, one family, one community at a time.

Genesis Behavioral Health, Inc

111 Church Street, Laconia, NH 03246
Phone: 603-524-1100 Fax: 603-528-0760
www.genesisbh.org



Spaulding Youth Center is dedicated to improving and enriching the lives of children, youth, and families through programs that foster the promise of becoming responsible citizens in society. Located in Northfield,

Spaulding Youth Center offers high quality intensive residential treatment, educational and foster care services for children and youth with autism or other neurological impairments and boys with emotional and behavioral challenges from communities across New Hampshire.

Spaulding Youth Center Foundation

P.O. Box 247, Tilton, NH 03276
Phone: 603-286-7500 Fax: 603-286-7511
www.spauldingyouthcenter.org



The Lakes Region Planned Giving Collaborative



Advisory Council

Often the greatest opportunities for philanthropy occur just when you are making other major business, personal and financial decisions. When you are writing or revising a will, contemplating the sale of real estate or other major asset, planning for retirement, or experiencing a financial windfall, you can work with legal or financial experts to maximize these financial opportunities for yourself, your heirs, and the charitable causes you

care about most. To help you explore your planned giving options, the Lakes Region Planned Giving Collaborative has enlisted the help of experienced estate planning attorneys, tax attorneys, trust officers, financial planners, investment managers, certified public accountants, insurance and other allied professionals. As advisory members to LRPGC, the allied professionals will be pleased to assist you with sound legal and financial advice.



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All advisory council members are volunteers and they or their companies have no contractual affiliation with the Lakes Region Planned Giving Collaborative.



www.chnhn.org



www.genesisbh.org



www.lrg.org



www.spauldingyouthcenter.org